

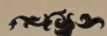
Haviland China

is stamped:

Haviland
France

Additional stamp on decorated china :

Haviland & Co
Limoges



Advantages of Practical Selection



OUR full lines of Import Samples, representing wares of every grade, from all parts of the world, are such as will appeal with convincing strength to the most discriminating buyer.



THAT IS WHAT WE OFFER YOU

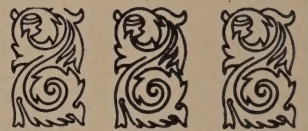
In our Notable Lines of
FRENCH,
GERMAN and
AUSTRIAN WARE

New lines from our own factories
Limoges, Carlsbad, Steinschoenau

DINNER WARE, FANCY GOODS
STAPLES AND NOVELTIES. LIMOGES
HAND PAINTED CHINA FROM OUR
CELEBRATED ELITE WORKS



NEW Samples of late arrival have been added to an already immense exhibit. Send for further information so that you will be prepared to take advantage of this stock at the first opportunity. You will find right under one roof everything for your stock.



DO NOT FORGET THAT WE HAVE EVERYTHING IN DOLLS AND TOYS

BAWO & DOTTER 26 to 34 BARCLAY STREET
NEW YORK



L. REUSCHIE & CO.
COLORS and MATERIALS
for the Ceramic and Glass Industries

OXIDES AND CHEMICALS

SPRAYING MACHINES

"Elarco" Pencils for marking china and glass

The potter and glass manufacturer will find much to interest him in the collection of ceramics and crystals now on exhibition in our show-rooms.

Have you our catalogue?
One for the asking.

*Six Park Place
One door from Broadway
New York*



PHOTOGRAPHS

are used to advantage in selling almost all merchandise.

We make a specialty of preparing such photographs, it being our aim to make such effective illustrations as to insure the success of this method of sampling, and thus increase the demand for photographs on their merit.

Try us on cut and other crystal glass. We solicit inquiries.

STADLER PHOTOGRAPHING COMPANY
CHICAGO, ILLINOIS

The Famous Stillman Safety Lamps Lanterns, Heaters and Stoves.

Absolutely Safe. A Steady Seller.

Try Them, Mr. Dealer.

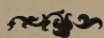
Prices Right. Discounts Good.

Send for Circular

**Stillman Safety
Lamp Company**

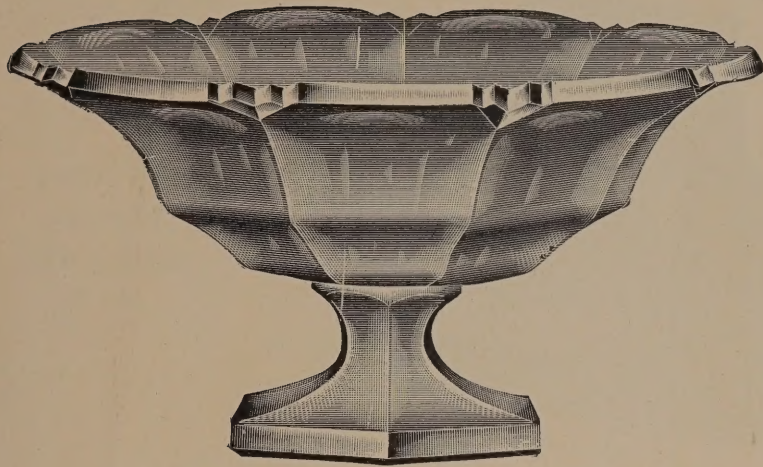
68 Murray Street,
NEW YORK





The Duncan & Miller Glass Co.

WASHINGTON, PA.



Our No. 72 8" Compote, Shallow.

Manufacturers of....

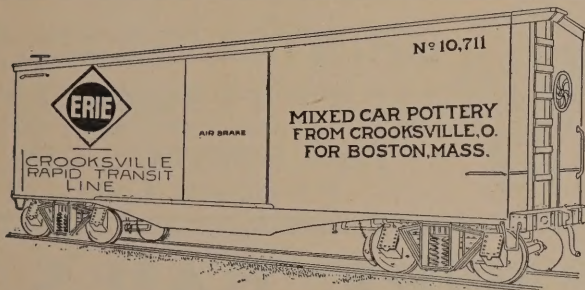
Fine Table Glassware

New Goods are Now to be Seen at Our Salesrooms.

PAUL JOSEPH, 55 Park Place, New York
H. B. FOSTER, 1211 Arch St., Philadelphia

GREEN & THOMAS, 33 So. Charles St., Baltimore
L. A. FLETCHER, 157 Federal St., Boston

MARSH & KIDD CO., 617 Mission St., San Francisco



BIG MONEY IN MIXED CARS

We supply almost everything in pottery and stoneware.

Largest line and greatest output in the world.

YOU can now use a mixed bulk car and make double your ordinary profit because you can supply all your needs from us.

Send for new catalogues and price sheets.

ZANESVILLE-CROOKSVILLE SALES CO.

Branches in all leading cities.

Main Office: CROOKSVILLE, OHIO

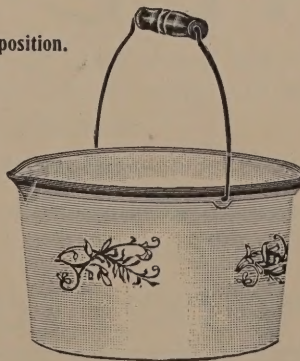
SOLE SELLING AGENTS FOR

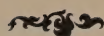
The A. E. Hull Pottery Co., Dec. Plant
The Brush Pottery Co., White & Dec. "
The A. E. Hull Pottery Co., White Plant
The Globe Stoneware Co., White & Dec. "
and three smaller plants.

Get New Price Lists and Car Load Proposition.

We make everything in
STONEWARE SPECIALTIES
common Stoneware and
Flower Pots.

The famous Zanesville-
Crooksville Goods.
Best in the world.

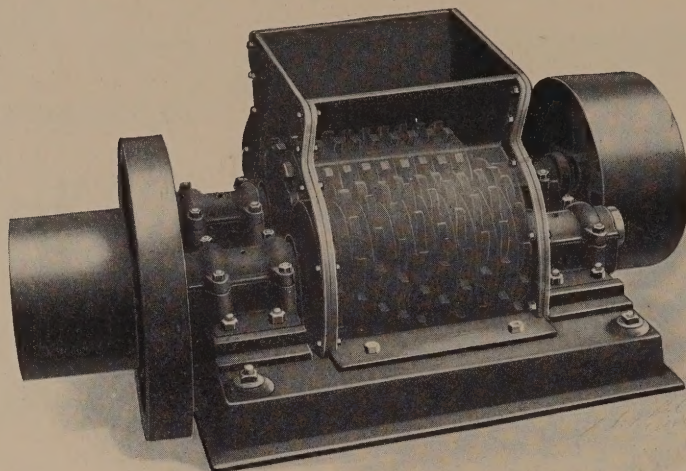




The Patterson Type "B" Crusher

For Crushing Dry and Semi-Dry Clay

Designed
for Crushing
Clay before
Delivery to
Dust Mill



Increases
Capacity
of Dust Mill
100%

The Patterson Foundry and Machine Co.

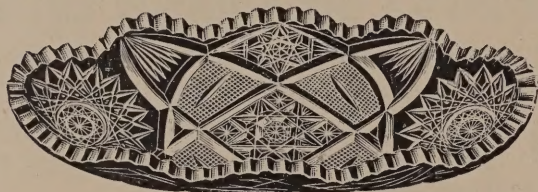
Satisfactory Machinery Manufacturers

General Offices and Factories :
EAST LIVERPOOL, OHIO



Eastern Department :
39 CORTLANDT STREET, NEW YORK, N. Y.

CUT GLASS TABLEWARE

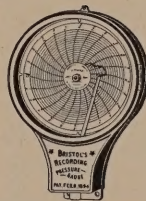


AJAX CELERY, \$1.25 Each

No, it's not the managers of W. Skinner & Son; that are making the noise, it is the line. Call on our representatives and inspect their line for 1909.

NEW YORK—42 West Broadway—Mr. Max Herbert.
BOSTON—105 Federal St.—Mr. Henry T. Edwards.
PHILADELPHIA—102 N. Tenth St.—Mr. Thomas Skinner.

W. SKINNER & SON, Hammonton, N. J.



TRADE MARK
BRISTOL'S Recording Instruments and
REG. U. S. PAT. OFFICE.
Wm. H. Bristol **PYROMETERS**
Electric
Portable Form for Instantaneous Reading to 3000° F.
THE BRISTOL CO.
Waterbury Conn.

WIRE BAILS

MR. POTTERY MANAGER:

We can save you money on all kinds of Wire Bails for Combette, Cooking Ware, Clay Specialties, etc., etc. Samples and prices mailed on request.

F. L. CHERRY CO., Roseville, Ohio

HOTEL CHINA

Complete lines of Thick and Round Edge Vitrified China. Plain White or Decorated Ware in Under and Overglaze Colors. Monograms, Crests, Signatures, etc.,
Attractively Applied

UNUSUALLY STRONG

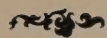
CLOSELY SELECTED

PROMPTLY SHIPPED

Semi Vitrified China, white or decorated, Under and Over Glaze in Dinner and Hotel Ware

CORRESPONDENCE INVITED.

THE MAYER POTTERY CO., Limited, Beaver Falls, Pa.



We Guarantee That The Breakage
(Under Like Conditions)
Of Our



GLASSWARE

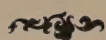
Is Less Than Half That On The
Ordinary Product

WRITE US

A. H. HEISEY & CO., Inc.,
NEWARK, OHIO,

New York Office, 25 West Broadway.
Philadelphia Office, 1035 Market Street.

Baltimore Office, 122 West Baltimore Street.
Boston Office, 144 Congress Street.



Calendar Plates

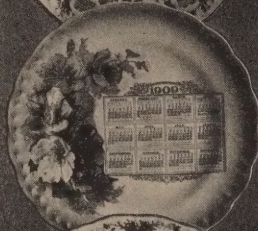
No. 279



No. 096



No. 2684



No. 1051



No. 128



McNicol's Calendar Plates are conceded by discriminating buyers the highest type of the potters art and the best Sellers in the trade.

JOBBERS

We direct your attention to the above line that taxed our pottery to capacity, in what was called a slack year, 1908.

Our line for 1909 eclipses previous efforts.

Write for descriptive leaflets and prices.

THE D.E.McNICOL POTTERY COMPANY
EAST LIVERPOOL OHIO, U.S.A.

Popular Priced
High Grade

Cut Glass



While we manufacture a complete line, prompt shipment of popular priced, staple sellers is our specialty.

Write for a small sample shipment of our specials, which may be returned, if upon inspection you should not be interested.

New designs, finish and brilliancy unsurpassed

Ideal Cut Glass Co.



Syracuse,
N. Y.

POTTER'S PRINTING PAPER

AND

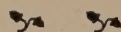
Specially Prepared Paper

FOR THE

Roller Printing Machine

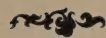
Manufactured by

Robert Fletcher & Son
LIMITED



**KEARSLEY PAPER
WORKS**

Stoneclough, Manchester, ENGLAND



To the Wise Buyer of Cut Glass

The fact that our factories at Lawrenceville and Corning are working overtime attests to the popularity of our goods.

“NUF SED”

We are at your service with the best popular priced line in America. Before placing your orders for 1909, see our new line. Call upon or write to E. W. Hammond, 65 West Broadway, New York, N. Y.

The Eygabroat-Ryon Co., Lawrenceville,
Tioga County,
Pennsylvania.

Mat Green Ware the Present Rage

The New Pottery **LAMP LINES** with colored Art Glass shades are radically different from anything on market.

To see is to buy. To buy is to add new source of good profits.

Art Ware in creations rare, and of eye catching beauty and merit, while the Fall line of **Jardinières, Pedestals, Umbrella Stands, Fern Dishes, Cuspidores, etc.,** are “all to the good.” Nothing commonplace.

Our roadmen are “out” and you will be “in” better margins than ever if you stock up now when prompt shipments are possible. See the **Indian Ware** lines. They are quick sellers.

S. A. WELLER

Zanesville, Ohio

BOSTON OFFICE: 144 Congress Street.

Edward Boote

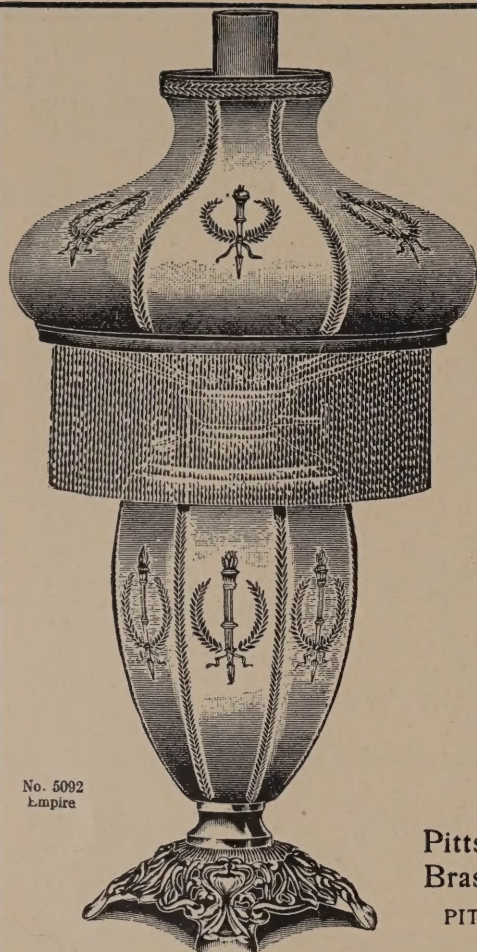
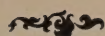
46 WEST BROADWAY, NEW YORK

Fine English China and English Earthenware

NEW SAMPLES NOW READY

from

CAULDON LIMITED
WOOD & SONS
GIBSON & SONS
EDINBURGH AND
LEITH GLASS CO.

No. 5092
Empire

This Cut
Shows One
of Our
Famous

"Success"
Lamps

New York Office
82 West Broadway

Chicago Office
167-169
Wabash Avenue

Pittsburgh Lamp,
Brass & Glass Co.
PITTSBURGH, PA.

A. H. Notman & Co.

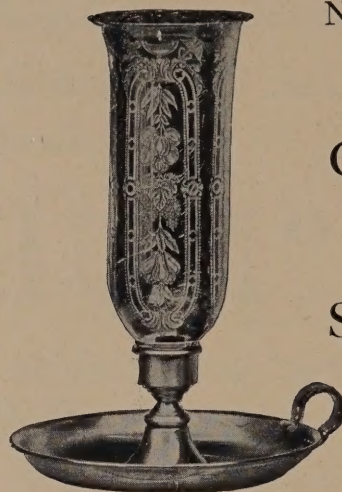
13 and 15 West Twenty-Fourth Street

NEW YORK

Manufacturers of

Brass Goods
Candle Sticks
Jardinieres
Fern Pans
Smoking Sets
Desk Sets
etc.

Also



Electric Fixtures and
Portable Lamps

In Carved Wood and Bronze
The Line That Sells and Helps to Sell

Chemicals for Glassmakers

The Harshaw Fuller & Goodwin Co.

CLEVELAND

NEW YORK



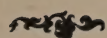
No. 70 Jardiniere

OUR MAT GREEN WARE

is equal to any made—Artistic shapes in
Jardinieres, Pedestals, Umbrella Stands,
Fern Dishes, etc., etc.

Glaze is finest texture and that peculiar shade of
Green, so hard to produce, but demanded by
the trade. Don't be persuaded to pay fancy
prices. Our goods are right and you can supply
your trade from our stock at a price which will
surprise them and still leave you good margin.
Send for our new illustrations and prices, or bet-
ter yet—let us send you a package containing 3
dozen assorted jardinieres as a trial. We want
you to get acquainted with all our new lines.

THE J. W. McCOY POTTERY CO.
ROSEVILLE, OHIO



CONTENTS

APRIL 1909

	PAGE
Exhibition of the New York Society of Ceramic Arts	167
Full Page Illustration—"Waltz Dream"	172
Photographed specially for POTTERY AND GLASS. Courtesy of GEO. BORGFELDT & Co.	
Money Making Importations	173
Of Interest to Importers	178
Additional Notes on the Glassware Industry	179
Among European Factories	182
Glassware at the Women's Art Exposition in Berlin	183
American Glass at the Leipzig Fair	183
Full Page Illustration—New Dinnerware Decorations	184
Photographed specially for POTTERY AND GLASS. Courtesy of THE COOK POTTERY.	
Pencilings of Potteries	185
Senate Reductions in Tariff Bill	189
New Books	190
Editorial—	
Union of the Blue and the Green Books	191
Evolution of American Tableware	191
Tariff and Trade Trend	192
Underpaid China and Glass Buyers	193
Practical Science Department	194
Full Page Illustration—New Patterns in Cut Glass	196
Courtesy of H. C. FRY GLASS CO.	
Glimpses of Glass Houses	197
Glints from Glass Cutters	199
Ask the Green Book—Queries and Answers	200
Gathered in Gotham	201
Walks and Talks With Dealers	203
Ceramic Premiums in Retail Trade	204
Animal Life Expressed in Porcelain	205





MACEN SHAPE, PRINCESS DECORATION

A New Dinner Ware Macen Shape

Latest Offering from the Buffalo Pottery

THE Macen shape is modeled along Colonial lines—plain, but attractive. Plates are made without the sharp verge. Decorations are entirely original, most of them being in underglaze colors, although there are decalcomanie effects for such of the trade as prefer them.

You will find the Macen shape a popular addition to your line of high-grade dinner ware.

Deldare Ware More Popular Than Ever

ORIGINAL DECORATIONS

ORIGINAL BODY

ORIGINAL SHAPES

The indications are that our Deldare ware will be more in demand the coming season than ever. The body is soft olive green all through. The decorations, all hand work, are Old English effects. The present characters from "The Vicar of Wakefield," "Crawford," "Scenes from the Fallowfield Hunt," and other Old English characters and scenes.

Pieces include tankards, steins, tobacco jars, plates, teapots, plaques, chop dishes, bowls and pitchers. Made for the best trade.

Blue Willow Ware

The first Blue Willow Ware made in America was produced in our pottery. We have recently made new engravings throughout for the decorations, and the line is better than ever. It is a distinct addition to any stock.

Buffalo Pottery Specials: *Quaint Jugs and Rail Plates.*

The line of Jugs and Rail Plates gives the alert buyer who is on the lookout for low-priced, popular, profitable specialties an opportunity to make attractive offerings. All of the jugs are pleasing; many are original. Decorations hand work, underglaze colors. They represent characters and scenes from history, literature and art.

WE CAN HELP YOU MAKE AN ATTRACTIVE DISPLAY.

Buffalo Pottery, Buffalo, N. Y.



DELDARE WARE



BLUE WILLOW WARE



QUAINT JUGS

POTTERY & GLASS

VOLUME II

APRIL 1909

NUMBER 4



EXHIBIT OF WHITE AND RELIEF GOLD TABLE WARE



MRS. A. B. LEONARD

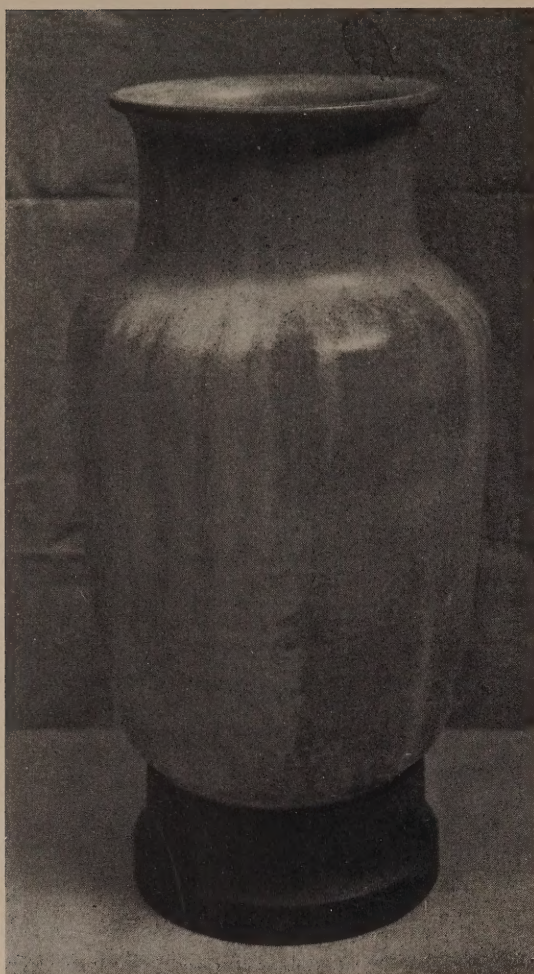
EXHIBITION OF THE "NEW YORK SOCIETY OF KERAMIC ARTS"

BY C. RUGE

TWO years have elapsed since the last Exhibition of "Keramic Arts" took place. The National Arts Club has again given room to the exhibits of the New York Society of Keramic Arts, and the surroundings being entirely the same it is made easy to recall the last exhibition. By doing so, we come to the conclusion that the exhibition which is taking place this month is far superior to all its predecessors. The exhibition of Keramic Arts used to have a rather dilettantic character—now it gives the impression of an entirely professional affair, although we miss some this year who have been among the best in former exhibitions. Mrs. Alsop Robinneau, for example, who makes such excellent porcelain, and excels in wonderfully colored underglaze decoration, is not

among the exhibitors this time. But, while a number of pieces of great artistic value have been shown in former exhibitions, the character of the exhibition as a whole has never been so thoroughly artistic as this season.

Among the new exhibitors is Professor Charles F. Binns. I have only observed works of his pupils in former exhibitions, but this time Prof. Binns has sent a number of vases himself, which attract attention, especially by their beauty and coloring. One large vase in gray, with opalescent glazing, is of superb beauty. The coloring of his vases is altogether in delicate tints, mostly blending into greenish, bluish and grayish hues. There is a richness in the texture. The Van Briggles ware is, as usual, of great beauty. The coloring is kept in soft,



other pretty things, a coffee set in white and gold; conventionalized tulips are used for the decorations. The stems run vertically and the blossoms attached to them form the border. The slender shapes are in harmony with the decorations.

The Grueby Potteries have sent a very large display; over 100 pieces are shown. They are all very tasteful. The Grueby's have for some time experimented with light ware, decorated with flowers in naturalistic designs. They seem to have abandoned these new features and again produce the soft tints on a surface which looks as though it were crackled, but upon touching it, feels quite smooth. The experiments with the flower decorations seem to have led to some colored floral decorations on the dark green surfaces. I admired the yellow flowers, which were beautifully blended into green. There were also a great many tiles of good taste exhibited.

Of great originality is the ware exhibited by C. Russell Crook. The surfaces of his vessels are rough and granular. The forms are those of animals, conventionalized and adapted with much taste to the pieces for which he employs them. These pieces are very artistic.

Not only as decorations for vessels, but also as decorative pieces in themselves, Frederick

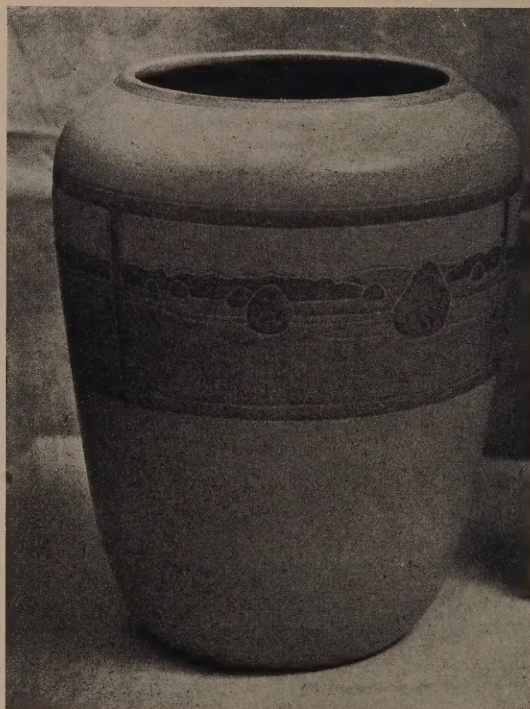
STONEWARE AND CRYSTALLINE GLAZE CHARLES F. BINNS

uniform tints, while the decorations are raised, and consist mostly of long-stretched leaves. Since the death of Mr. Arthur Van Briggie, I haven't observed any works which display figural decorations such as he used to do, plainly showing Rodin's influence. But, while these pieces of unique artistic beauty have disappeared, the work now produced still holds a high place among art potteries, because color and decorations are of an original and harmonious character.

Very tasteful pieces have been exhibited by E. T. Philpot. Three plates decorated with patterns of modern type are rather striking. One is decorated in blue, gray and green. The design is a conventionalized peacock effect.

The big plate in the middle of the group is decorated in very delicate blues and grays and the third one displays three shades of green which harmonize well.

Mr. L. N. Waterfield has exhibited among



DECORATION, YELLOW AND GREEN MARBLEHEAD POTTERY



AN EXHIBIT BY MISS MASON WHICH ATTRACTED SPECIAL ATTENTION, THE LARGE VASE IN THE CENTER DONE IN GREEN, YELLOW AND RED BEING A PARTICULARLY ARTISTIC CREATION

G. Roth, the well-known animal sculptor, uses animals. He has lately done them in pottery, with a brilliant glazing, and while products of the potter's art, they are still adding to Mr. Roth's fame as a sculptor. The rhinoceros, the hippopotamus, the sea lion, the elephant, etc., are all used with great knowledge.

The Marblehead Potteries have sent thirty pieces, the greater part of which give the impression of originality. The former products were exclusively of antique style, but I now find a great many which are done in the art nouveau spirit. I was especially impressed with some lamp bases, and with a gray tea set. The coloring of all the Marblehead ware is very quiet.

The Newcomb Potteries represent the opposite tendency, but are, nevertheless, also very attractive with their rather lively and bold decorations, for which the beautiful flora of the South furnishes the models.

The Markham Potteries display beautiful pieces in mat coloring, with rough surface, and the Moravian Potteries have sent a great choice

of tiles, excelling in coloring and design.

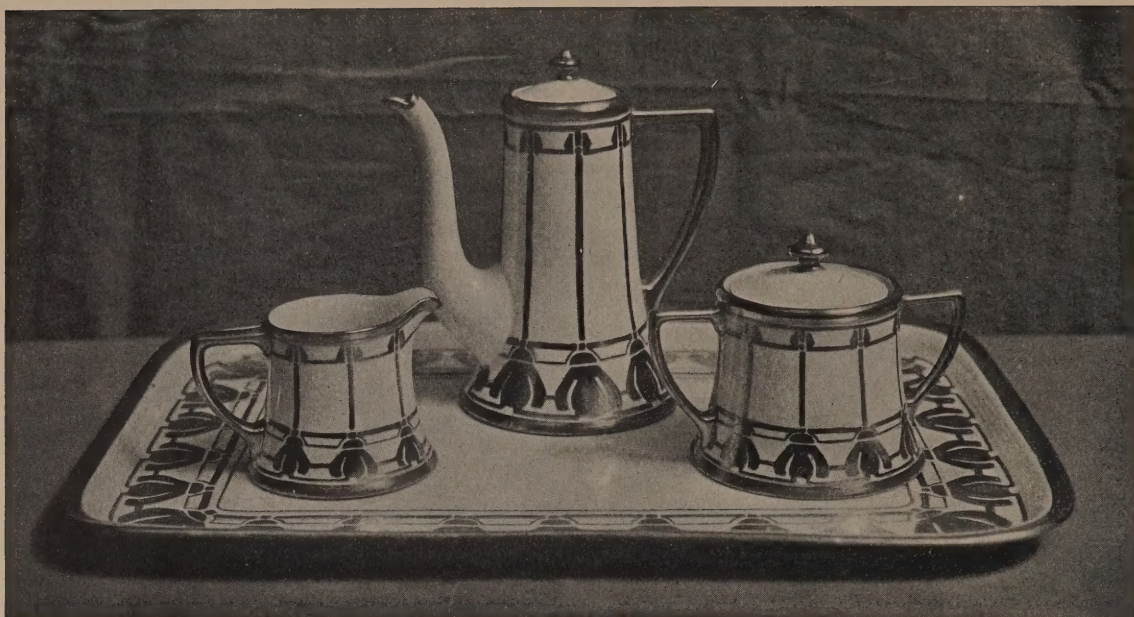
Charles and Leon Volkmar show a number of vases, jars, tiles, steins, etc., which all display the well-known high qualities of the Volkmar ware: deep harmonious monochrome coloring and shapes of artistic beauty. There is a great individual charm in these vessels, each one displaying the touch of a real artist.

Mr. Frederick E. Walrath contributes vessels of great originality. They are green and decorated with designs of modern type.

Especial praise is due the products of the Misses Hardenberg and Penman. They do pottery on a small scale all by themselves, and produce very artistic pieces. The coloring of the vessels is superb and mostly in dark tints; the shapes are very tasteful.

The decorated china, formerly occupying the greater part of this exhibition, is this time restricted to the show-cases in the large gallery.

The Misses Elizabeth and Maud Mason have a display of great originality. The especial beauty of their exhibit, is the harmony of form



MRS. F. N. WATERFIELD SHOWED A TEA SET RICHLY ORNAMENTED IN GOLD

and decoration. They formerly decorated extensively in the Japanese style, with an especial preference for Japanese landscapes. This former line of their work also had its supreme charm through the tasteful harmony of color. Now the pieces embody an entirely modern feeling: forms as well as decorations are original. They do not imitate the French art nouveau, but they show the same endeavor to create, not to imitate.

Miss Caroline Hofmann displays not only pieces which are simply decorative, as vases and jars, but some which are destined for practical use, as salad bowls, pitchers, etc. All are kept in pale colors, gray being her favorite tint. Blending into yellow and pink these subdued tones are a great charm.

Mrs. A. B. Leonard's work is strong. Her decorations have something direct—there is a virile spirit expressed in them. The octagonal



EXHIBIT OF E. T. PHILPOT, OF ROSELLE PARK, N. J. ♦ THE LARGE PLATE IN CENTER DONE IN CHARMING TONES OF BLUE AND GRAY; THE SMALLER PLATE ON THE LEFT, IN VARIOUS SHADES OF GREEN; THAT ON THE RIGHT IN STRONGER TREATMENT OF BLUE, GRAY AND GREEN ♦ ♦

plates with the blue and green decorations show this more than anything else. The teapot with Chinese decoration is to be admired for its harmony of color.

Mrs. Rosekrant displays rich coloring; Sara Wood-Safford, Catharine Sinclair, Mrs. E. L. Grandy, Bertha Davis, Matilda Middleton, Windle Knight, Evanah Price, Annie Van Siclen, Harriet Horsfall and many others have shown very creditable work. May C. Crystle was very lucky with her floral decorations on service and other dishes. They display good taste in the management and selection of colors.

Miss Jetta Ehler's tankard and tea jar attracted me especially by the modern feeling for decoration to which they give expression.

The whole exhibition was permeated by a new spirit of progress which made it highly interesting and instructive and full of promise for the future.

THE LEIPZIG EASTER FAIR

WHILE detailed opinions as to the actual results of the Leipzig fair are naturally influenced by the personal experiences of the speakers, the views of the trade press of Germany afford a more reliable general view of the situation than is obtainable from individual comments. From this standpoint, it is encouraging to note that the fair was in some respects an agreeable surprise, being to a great extent of the same character as that of Easter, 1908, and where it differed, showing an improvement. The general ease of the world's money markets being a fundamental basis of improvement, the prevailing business uncertainty now seems the weak point in the situation.

So far as the German ceramic industry is concerned, it is so largely dependent upon the export trade, that the possibility of an unfavorable settlement of American tariff questions, has caused disquiet in that branch of German industry. As the *Sprechsaal* remarks: It is possibly not so much Germany as Japan, which is regarded as the coming keenest competitor of American makers.

Turning to the question of the collections displayed at the fair, it would seem as if German manufacturers had spared neither time nor expense in making really novel and attractive exhibits, in harmony with modern culture and refinement. At the same time the ever-present inferior manufacturer had not been banished, while serving to bring into stronger relief the more artistic products displayed. The number

of manufacturers taking part in the fair had increased, and the attendance of buyers was numerous, in spite of the unfavorable weather which marked the opening days. Purchases did not, however, keep pace with the augmented number of possible customers.

In view of prevailing tariff uncertainty, American buyers seem to have chiefly placed only sample orders, the stocks in the United States forming an additional incentive to cautious operations. Business with the Northwest of Europe was upon restricted lines, as to its volume. The best feature of the German trade was the business with dealers having a provincial connection, being therefore exempt from the vicissitudes attached to a trade in the centers of industry and commerce.

Dealing with the various branches of manufacture, business is reported to have been light in all grades of porcelain table and toilet ware; an exception being formed by special exclusive articles produced by firms of the highest reputation. Stoneware, on the other hand, seems to have been more in demand than porcelain, but chiefly in choice modern shapes and designs, while staple qualities were quiet. As to majolica ware, the opinion has been expressed that this class of product has, in some measure, outlived its popularity, notwithstanding the high character of the articles shown in this branch.

White crystal glass, and the lighter qualities of cut glass seemed to be in best demand. In pressed glass the progress visible in the collections led to their general appreciation. In hollow glassware, colored lines were less in demand than in white, fashion and public taste favoring the latter.

For the restoration of normal business conditions, it has been remarked that merely increased demand is not sufficient. Judicious restriction of output, re-arrangement of prices on a sound basis, and the checking of unscrupulous imitation with the resulting price-cutting are three points to be kept in view by all concerned in the permanent welfare of the ceramic and glass industries. Such is the German view.

PROMOTIONS IN BERLIN ROYAL PORCELAIN FACTORY

Herr Marquardt, director of the Testing Laboratory of the above establishment, has received the title of professor. It is likewise announced that Professor Schmuz-Baudiss, hitherto acting artistic director, has been appointed permanently to that position.



• • • • • WALTZ DREAM • • • • •

PHOTOGRAPHED SPECIALLY
FOR POTTERY AND GLASS

• COURTESY OF •
GEO. BORGFELDT & CO.



ALMA TADEMA GROUP

MONEY MAKING IMPORTATIONS

SOME OF THE SUCCESSFUL INTRODUCTIONS THAT ARE MAKING NOTABLE SALES

By C. RUGE

THE name "Amphora," a beautiful ceramic product of Austria, has been borrowed from the Greek, "Amphi," meaning "both," and "Phero," "to carry." Amphoræ were made in olden Greece to hold wine, honey or grain, and were usually vessels with two handles, hence the name. They were made of hard baked, unglazed clay, and also of gold, silver, marble, alabaster and glass. The modern reproductions of Amphora come from Austria, and are executed exclusively in clay, which, however, is carried to a higher grade of technical perfection. In these new creations different colored clays are chemically combined and amalgamated to produce various tints of scintillating and iridescent beauty, which symbolize the earth's colors when fused with fire. The

modeling, coloring and decorative schemes are refined in their treatment, in perfect taste and excel in softness and harmony of color. In some of the shapes the idea of the old Amphora, a vessel in which to carry liquids, has not been abandoned, but the forms have been varied to a great extent, and many decorative pieces are made which have no more relation to the old Amphora than the name. Many are simply pieces of modeling in clay for decorative purposes, and not vessels to carry liquids; neither is the antique style of decoration used exclusively, modern paintings, especially Millet's famous works, often furnishing the subjects for decoration. Inlaid jewel effects and hand-painted tints, mellow in softness and in harmonizing color schemes, are also used for



AMPHORA, "DURBAR"

decoration. A grotesque line of dragons, sea monsters, fish and lizards, supposed in mythology to possess wonderful virtues and to be of divine origin, are produced, while many pieces are decorated with raised fruit and flowers.

Aside from the magnificent assortment of vase forms, the Amphora pottery embraces an extensive display of reproductions from life in which the detail of modeling is carried out to the minutest degree. These objects of art include figures modeled from life: children at play, women with baskets and bundles of fagots, and others portray the spirited action of animals in motion.

The work is all by well-known sculptors, the newest feature being groups made after the last "Durbar" (Inauguration of the Viceroy of India), which are executed in a very realistic spirit that will greatly please all admirers of such lifelike productions. The subjects carry us into a world hitherto not so much exploited by European artists and craftsmen as other phases of European life and art.

Thus, the old Amphora lends its name to a pottery embracing not only fine reproductions of old art, but also very artistic modern creations.

George Borgfeldt & Company exhibit an enormous number of samples of Amphora in their vast show-rooms at 48-50 West Fourth Street, where may also be seen hundreds of

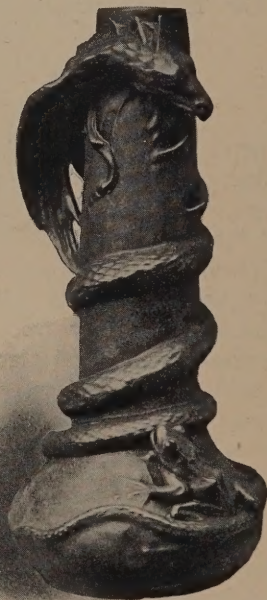
other no less interesting examples of bisque ware.

In Thuringia, Germany, entire villages are kept busy manufacturing bisque ware, and Borgfeldt's receive loads of it. These peasants have become so skilled that they produce real works of art in their home industry. Even the school children are taught how to handle the clays so as to produce artistic results. The bisque figures are made in the style of the Sèvres ware, and are mostly little figures and groups or plaques, with relief work. As a novelty, parts of the groups, usually the gowns, are executed in gold.

The Louis XV. style, so long in favor in bisque figures, is still much in demand, and is produced in very graceful samples. There are also groups executed in a more modern spirit, however, and the art nouveau movement is giving good ideas to the bisque designers.

Besides the rich display of bisque on the third floor of Borgfeldt's, there is another on the floor below, which includes fancy ware and art objects of a cheaper price. It seems almost a miracle that it should be possible to produce such extremely dainty pieces of fine workmanship for such low prices. And it is possible only because whole families in rural Thuringian villages devote their lives to this industry.

This lower-priced ware displays a great variety of styles and a great variety of figures and groups within those styles. Some of the pieces will appeal to the student of historical styles,



AMPHORA VASE

some to the admirers of modern ideas, and there are even some which will catch the fancy of those who are looking first of all for something "funny and amusing." We see tiny figures in Oriental gowns; the reproduction of Japanese old ivory, and so well reproduced that the difference cannot be perceived unless the piece is taken up and examined. Then, again, there are reproductions of Copenhagen animals excellently done, also tiny "snow figures" in which the graceful little men and women look as if they had just

been through a heavy snow storm, with their bluish-white dotted garments. The "lace figure" is a very graceful design that will certainly please many ladies. It is interesting to know that the lace part of these figures is first made of real lace, which is dipped in the porcelain mass and disappears in the firing, while the lace effect remains.



A GEISHA GIRL

In old ivory effect, we find figures taken from the funny monk types of the celebrated German painter, Gruetzner. In old ivory and ebony effects also there are many striking figures. Especially pleasing is the "Chocolate Girl," after the well-known painting in the Dresden Gallery. Many of the tiny Meissen figures are also beautifully reproduced. Other figures are done in ivory and gold. Among the samples we find reproductions of good works of art like Van Dyck's children, Alma Tadema groups, and copies from classic

sculptures. There are also pieces, however, intended only to be funny, like the modern baby, which has close to its crib three electric buttons to be pressed for "milk," "mamma," or "songs." The very effective dancing group from the "Waltz Dream," will find many admirers, and the Tyrolese shepherds, boy and



CHOCOLATE GIRL



THE LACE FIGURE



BLUE ALVA EARTHENWARE PATTERN ♣ EXACT REPRODUCTION OF THE EXPENSIVE CHINA PATTERN
MADE IN DENMARK ♣ ROYAL GUSTAFSBERG FACTORY ♣ ♣ ♣ ♣ ♣ ♣ ♣ ♣

girl, are also very pleasing and full of grace.

We illustrate two new and unusually attractive offerings in dinner ware of Swedish manufacture which should make large sales in the retail stores catering to a fairly good class of patrons. This ware is not expensive, although turned out by the famous Royal Gustafsberg factory at Stockholm, Sweden. It is imported by J. H. Venon, of 43 West Fourth Street.

The Blue Alva pattern on earthenware body is a very popular dinner service—the exact reproduction on earthenware of the expensive china patterns made in Denmark. The shapes have been carefully selected and adapted to the American market. The dainty Alva pattern is carried out in a perfect tone of blue, which runs uniformly on every piece of the dinner ware set.

The other set referred to above is known as Decor 2152, on the popular Oscar shape. This is a china dinner-ware set, with an extremely attractive decoration done in strange tones of yellow and green. These colors must be seen to be appreciated, and can be obtained only on the soft glaze of bone china. They are very odd, but cheerful and pleasing. When seen at the dinner table it has a great deal of attraction as a novelty, the tendency of the trade having been up to the present time to buy particularly pinks and greens. There never was any successful attempt to make such an attractive yel-

low color before in dinner ware, probably because it was done on hard body porcelain, which cannot produce such a bright and attractive shade as can be obtained with bone china.

Fondeville & Von Iderstine, 37 Warren Street, again have a fine display of French earthenware from Luneville, and show artistic pieces at very reasonable prices. Their fancy ware has improved greatly in the beauty of its flower decorations. The plaques with roses or pansies, and the tankards with grapes are decorative for any home, and can be bought at prices which bring them within the reach of almost everyone.

Endemann & Churchill have received a great many beautiful dinner, tea and coffee sets from L. Bernardaud & Co., Limoges. I was told that ware in white and gold sold especially well, also festoons of small roses decorating the borders of fancy pieces and dinner ware make good sellers. Many other decorations in new patterns, all displaying tiny designs, are exhibited and well liked. I admired especially a line with pink clover surrounded with small green leaves, and I also observed ware with shamrock sprays which pleased me very much. Many fancy pieces are decorated tastefully with this latter pattern. Acid borders in Cobalt blue and encrusted gold look very rich, and are always in demand. Especially favored now are service plates and tea sets with cream borders, which are decorated with raised paste gold decora-



STRANGE TONES OF YELLOW AND GREEN CARRY OUT AN ATTRACTIVE PATTERN ON THE OSCAR SHAPE IN BONE CHINA ♣ ROYAL GUSTAFSBERG FACTORY ♣ ♣ ♣ ♣ ♣ ♣ ♣

tions. They are done in many different designs. Sometimes the border is entirely in raised paste gold. The richest service plates are, of course, those which are covered entirely with encrusted gold, thus giving the effect of a golden service.

Some colors and designs are displayed in dinner sets showing distinctly the taste for this season. There is a lively pink called "Rose du Barry," which is much in favor this year. It is very decorative. But also cream, green and Cobalt are much desired. Large plain borders in one of these colors look very refined on beautiful porcelain, and many prefer them now to

floral decorations. Large acid gold borders, with renaissance designs, are also used for whole dinner, tea and coffee sets. They give to the table a distinction reminding one of the gorgeous table settings in Italy during the 15th and 16th centuries.

Those who can not afford to purchase the finest porcelain will prefer floral decorations. They cover more of the space, not leaving so much of the body open. Ware with garlands of gold and roses and small rose sprays, also fancy pieces with sprays of small violets, can be had at very reasonable prices, and are very beautiful.

"AMPHORA" NOVELTIES SHOWN AT BERLIN

Special interest is being shown at Berlin, in the varied collection of the Amphora Porcelain Factory, of Turn-Teplitz, Bohemia. Among the principal figures are: A Marcus Antonius group, Antonius in a chariot, and several "Wild West" groups. Arabian and Indian types, which were shown last year, again find a place, with a limited amount of colored ornament, instead of gold effects. "Picnic" groups in Watteau, Biedermaier and modern costumes form another novelty.

Other "Amphora" products shown are Vienna

faiences in "Copenhagen" style. Porcelain vases are displayed in enameled decoration, the designs including trees, reeds, etc. In all the above, the modeling is carefully executed, down to the smallest detail; the colors never being harsh and loud, but always in harmony with the plastic effects of the articles.

PRETTY CLOSE

Shopper—Do you mean to tell me that that is a genuine piece of Venetian glassware?

Dealer—Well, it's a genuine reproduction of a real imitation of Venetian glassware.—*Cleveland Leader*.

OF INTEREST TO EXPORTERS

THE AUSTRALIAN PORCELAIN AND GLASS MARKET

RECENT New South Wales statistics indicate that there is a growing outlet in that market for ceramic ware, the annual imports of that colony having risen from \$400,000 to \$525,000. Half of the import was from Germany and 40 per cent. from England.

Cheap pressed glass has been principally coming from the United States, Germany ranking next as a source of supply.

Earthenware mugs and coolers are no longer imported from Germany, but are made in Australia. An important demand is said to exist in that market generally for cheap white table articles, shipped from England under the name of "Granite Ware." This comes from Staffordshire, and is usually somewhat cheaper than competing German ware, owing to the higher inland freight borne by the latter. Stoneware with simple decoration is but little in request, the demand jumping from the ordinary granite ware to a light and slightly grade resembling a "semi-porcelain." The latter trade is said to be monopolized by an English firm, producing an excellent quality, and doing a large business with Australia. The articles are fanciful in shape, with effective printed designs, the same house being unable to sell that quality in plain white.

Tableware is usually ordered by jobbers in dozens, while the smaller importers give orders for sets. The former usually choose a limited number of designs in which they keep a large stock, being thus able to make up any desired set, and to replace breakages. The sets most in favor are of 54, 70, 102 and 121 pieces, including respectively 30, 48, 72 and 84 plates.

Porcelain tableware is less in demand than the higher grades of stoneware, being principally carried by leading importing retailers.

Generally speaking, as the *Keramische Rundschau* remarks, Australia is a good market for better class articles of a tasteful and up-to-date character, for which good prices will be paid.

IMPORTANCE OF BRITISH INDIAN CERAMIC AND GLASS IMPORTS

The imports of British India for the fiscal year 1906-7 included:

Pottery and Porcelain.....	\$1,299,940
Glass and Glassware	4,038,035

Germany supplied one-seventh of the former and nearly one-quarter of the latter. The United States only furnished respectively \$3,814 and \$4,000.

STATISTICS OF PHILIPPINE CERAMIC AND GLASS IMPORTS

Statistics of the fiscal years 1906 and 1907, of Philippine imports, show following results:

EARTHEN AND STONE WARE

	1906	1907
United States.....	\$2,231	\$3,958
Germany.....	18,995	25,471
Other Countries	79,187	114,864
Total.....	\$100,413	\$114,293

PORCELAIN

United States.....	\$1,292	\$162
Germany.....	9,822	9,859
Other Countries	17,849	20,266
Total.....	\$28,963	\$30,287

GLASS AND GLASSWARE

United States.....	\$12,271	\$11,913
Germany.....	53,204	60,565
Other Countries	89,443	90,427
Total.....	\$154,918	\$162,905

The small extent of our business with a market which is properly ours, leads to the hope that President Taft will be able to carry out his views on the subject of free trade with the Philippines.

IMPORTS AT PORT OF NEW YORK

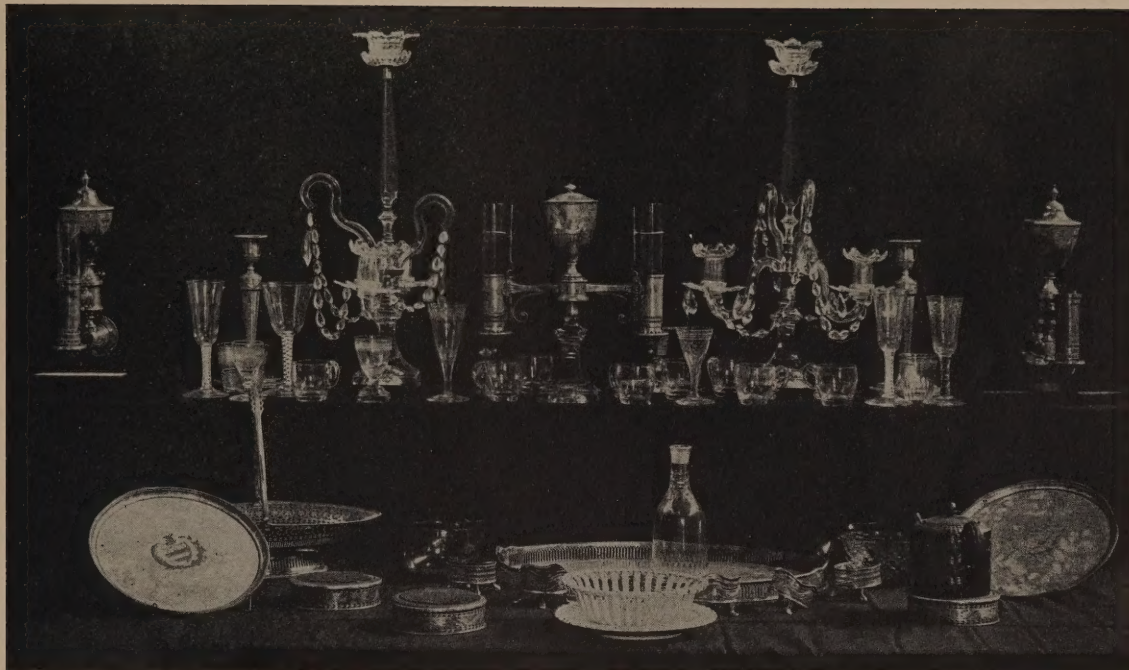
	1909	China	Earthenware	Glassware
Wk. ending Mar. 13...	\$53,127	\$10,329	\$24,497	
" Mar. 20...	23,805	6,412	19,976	
" Mar. 27...	55,909	16,522	29,191	
" Apl. 3...	66,599	7,212	24,314	
4 wks. ending Apl. 3...	\$199,440	\$40,475	\$97,978	

OFFICIAL FEBRUARY IMPORTS OF CHINA, EARTHENWARE, &c.

	Febry. 1909	Febry. 1908
Germany.....	\$117,400	\$264,881
United Kingdom.....	182,527	224,698
France.....	97,065	142,907
Austria Hungary.....	39,127	59,021
Japan.....	28,149	58,906
Other European Countries.....	8,212	15,293
All Other Countries.....	5,356	5,932
	\$477,836	\$771,638

For Seven Months Ending February for Three Years

	1909	1908	1907
Germany.....	\$2,508,530	\$4,082,540	\$3,662,347
United Kingdom.....	1,497,885	2,204,751	2,027,978
France.....	1,020,967	1,643,664	1,353,987
Japan.....	731,595	1,046,536	1,366,425
Austria Hungary.....	658,392	738,969	727,651
All European Nations.....	104,361	194,658	265,476
All Other Countries....	55,829	93,196	98,227
	\$6,577,559	\$10,004,314	\$9,502,091



GLASSWARE IN THE GEORGE WASHINGTON COLLECTION IN THE NATIONAL MUSEUM

ADDITIONAL NOTES ON THE GLASSWARE INDUSTRY

By RANDOLPH I. GEARE, WASHINGTON, D. C.

TWENTY-FIVE hundred years before Christ was a long time ago, but even then there was a limited glass industry, and a specimen of the product is still to be seen in the British Museum. It was found at Thebes, and consists of a small lion's head of opaque blue glass of very fine color, although changed externally to an olive-green.

The exact date when glass began to be used for windows is not known, but as late as the fourth century A. D., the largest pieces made for that purpose were only about four by six inches, of an uneven thickness, and of a yellowish-green tint.

As late as the 12th century only four different colors of glass for use in windows

were generally known, viz.: red, blue, yellow and bottle-green. Later an intense green and violet were added.

The first glass mirrors were made at Murano in 1317, but the quality was generally poor,

and even as late as 1447 glass contracted for in Rome, to be used in the windows of Beauchamp's chapel at Warwick, was so inferior that it had to be discarded.

The invention of flint glass in England during the 17th century, made by using a large proportion of oxide of lead, combined with potash, had an important bearing on the industry.

The manufacture of colored glass has attracted much attention in more recent times. Oxide of gold pro-



ENAMELLED GLASS PLATTER—EAST INDIAN



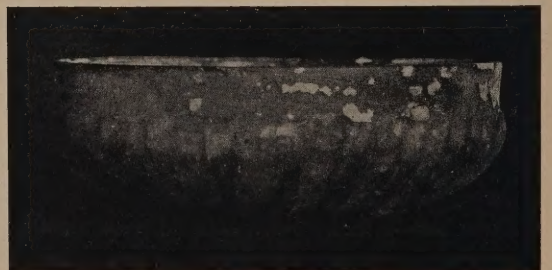
AMERICAN GLASS BOTTLES OF MANGANESE AND CLEAR FLINT. MADE AT A PERIOD WHEN COMPARATIVELY SMALL HISTORICAL HAPPENINGS WERE OF MORE IMPORTANCE IN THE MINDS OF MEN THAN NOW * ONE FAVORITE MOTTO ON SUCH BOTTLES WAS "PIKE'S PEAK OR BUST"; ANOTHER COMMEMORATES JENNY LIND * * * * *



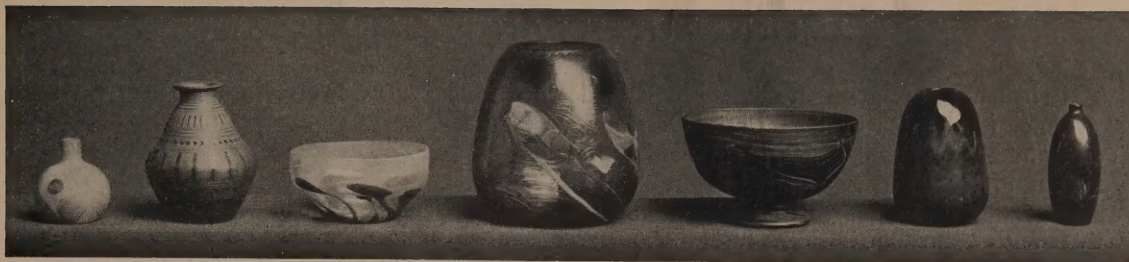
THE CELEBRATED PORTLAND VASE



EWERS—IMPERIAL ROMAN. CENTER PIECE RICHLY IRRIDESCENT; PEARLY IRRIDESCENCE ON PIECES AT SIDES * * * * *



BOWL OF MOULDED GLASS. LATE IMPERIAL ROMAN



EXAMPLES OF TIFFANY FAVRILE GLASS

duces the rich and beautiful ruby glass. Oxide of silver makes amber or gold stains; Cobalt produces a sky-blue; iron, a brown; copper, green, etc.

Antique glass, still made in Germany and England, is rarely used for anything else than figures; the flesh tints for heads, hands and feet, and the other colors and tints for background, drapery, etc. This antique glass is blown like ordinary window glass, and this accounts for its brilliancy, which glass made by casting does not possess. It is also flashed in different colors and tints: one of the latter, the flesh tint, being especially valuable for the figure painter. France produces fine pink and ruby mottled glass, while England furnishes muffled glass in crystal and all colors and tints, also cathedral glass. While the former is blown, the latter is cast on large iron tables and smoothed over with rollers while at a white heat.

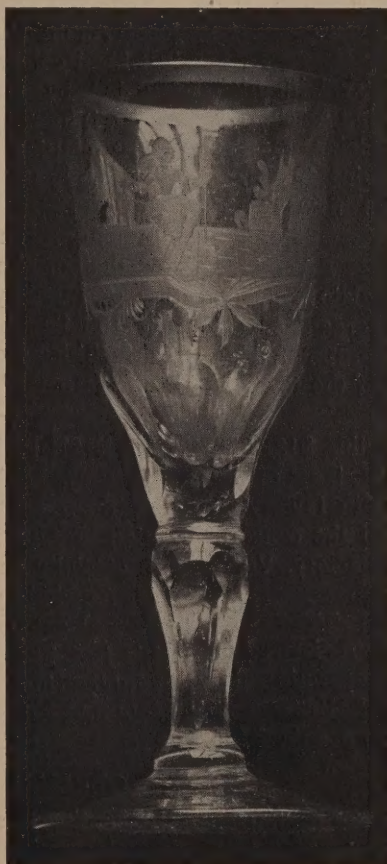
In a previous article printed in the *Glass and Pottery World* for February 20 of the present year, I attempted to briefly sketch the growth of the glass industry in this country down to the early part of the 19th century. Along from that time up to about 1880 the chief factor in the development of the industry consisted in improvements of already existing devices. The furnaces were made larger, the chemicals were purer, and the melting pots much more ca-

pacious. But the last two decades of the past century brought more far-reaching changes than had been introduced in a whole century previously. These were largely due to the discovery of natural gas, which was introduced into glass houses about 1875, and the Rochester Tumbler Co., at Rochester, Penn., was the first to utilize this gas in the processes of glass-making. Ten years later all the great glass houses were using the new fuel for melting, blowing, manufacturing and annealing, and since that time the development of the industry has been without precedent.

The illustrations in this article represent glass objects of very widely different dates, including rock crystal from Cyprus of the 17th century before Christ, as well as exquisite examples of the products of some of the leading present day manufacturers.

The old glass bottles shown in one illustration are quaint, and it seems incredible that such a means was adopted only a few years ago, comparatively speaking, for impressing historical events on the minds of men.

The Portland vase, shown here, is a copy in Wedgwood ware, and a notice of this remarkable specimen, as well as references to several others of the illustrations, will be found in the previous article already alluded to. The illustrations of Tiffany Favrile glass represent modern productions of the highest standards of art and manufacture.



WINE GLASS WITH GILDED RIM AND ENGRAVED WITH A SCENE REPRESENTING A WOMAN AT THE LOOM. USED FOR THE DRINKING OF THE "FOUR CUPS" (ARBA KOSOTTI) AT THE PASSOVER MEAL ("SEDER")

AMONG EUROPEAN FACTORIES

AN instance of good trade through bad times is afforded by the Triptis, Germany, Porcelain Factory, which has again paid a 12 per cent. dividend. It is proposed to double the capital of the company, thus bringing it to the equivalent of \$800,000. The increase of capital is caused by the purchase of a well-known and old established Bohemian factory, making staple qualities of porcelain, situated at Teplitz and Carlsbad. The export relations of this concern have led to this successful result.

A similar experience is recorded by the Teichert Porcelain Factory, at Meissen.

The local ceramic factories at Coswig (Anhalt) have combined for the purchase in common of the raw materials used in their manufactures; the board being composed of two factory owners and one superintendent.

America is not the only country with high protection. A German firm, making machinery for the ceramic industry, complains of the Austrian duty on its products having been advanced three-fold; the protection now representing 75 to 100 per cent.

The Thuringian "Union" Porcelain Factory, at Kleindembach, has been reorganized as Quint & Kowalski, the latter partner having become the responsible member of the firm.

A company with a capital equalling \$125,000 has been formed to continue the business of the Mann & Porzelius branch porcelain factory at Volkstedt, Germany. The style of the concern is the Unterweissbach Porcelain Factory, Volkstedt branch.

The incorporation has been duly registered of the recently organized company, operating the porcelain factory of Oberlander & Krüger, at Auma, Germany. A site has been acquired for another porcelain factory at this town.

Growth of business has led to the capital of P. Rosenthal & Co., Selb, being increased at the recent general meeting to the equivalent of \$50,000. This concern has opened a branch factory at Marktredwitz.

An increase of the capital of the United Servias Works, at Ehrang, Rhineland, from the equivalent of \$187,500 to \$437,500, has been

proposed by the board. The Kahla Porcelain Factory likewise announces a large augmentation of capital.

The crystal glass firm of Schollain & Braser, Limited, of Neuwelzow, has increased its capital by \$18,000; making it \$70,000.

A company has been formed at Düren, to operate a German patent for the manufacture of opaque glass wall slabs.

The Association de Graveurs sur Cristaux (Association of Engravers on Crystal) has been established at 62 Faubourg St. Denis, Paris. The deed of incorporation is for ninety-nine years.

The stoneware and majolica factory of Josef Anton Hussl, of Schwaz, Germany, has just been celebrating its centenary. Originally founded by the grandfather of the present owner, it has kept up with modern progress; the recent addition of majolica to its lines having been due to the initiative of Herr Otto Hussl.

Among recent silver jubilees in Germany, was that of the Oberhohndorf Porcelain Factory, operated by the firm of Friedrich Kaestner, noted for its table and coffee services. Its special facilities are partly due to its being situated in the center of the Saxon coal fields.

AUSTRIAN PORCELAIN MANUFACTURERS MAINTAIN PRICES

At the recent general meeting of the Association of Austrian Porcelain Manufacturers, it was officially reported that through the policy recommended by the association of refusing all orders at cut prices, or with special terms, the crisis had been less severely felt in Austrian manufacturing and wholesale circles than would otherwise have been the case.

GERMAN BUYING ASSOCIATION

According to statistics presented to the recent annual meeting of the above organization, its 250 members purchased during the year 1908, goods to the extent of two million dollars through the Central Office at Nuremberg; the aggregate turnover of the various members being about twelve and a half million dollars. Its purchasing power is said to be a material help to the local industries of Nuremberg.

GLASSWARE AT THE WOMEN'S ART EXPOSITION IN BERLIN

WITH a view of grouping specimens from all branches of industry of artistic objects appealing to women as purchasers, an exposition, under the title of "Woman in Art and Fashion" was lately held at Berlin. The *Sprechsaal*, in discussing the subject, remarks that its representative was particularly struck by French ornamental dishes, boxes and vases, of thick, milky glass in *bizarre* forms; the effect produced being that of turbid, frozen water. The idea of ice was further carried out by the outside being cut in irregular layers. The decoration, in slight relief, was in fawn-red, blue-violet and yellowish-brown molded glass.

Crystal fruit dishes, with fine metal mounting, were exhibited by a South German glass factory, the forms being more or less of an architectural character.

A further novelty consisted of "double glasses," in Japanese style; the interior glass being decorated with fine silhouette painting, for which the outside glass formed a protection. A thin coating of gilded glass united the upper edges. Each layer being very thin, the complete glass had the appearance of being in one piece. This process has, likewise, been applied to decorative uses in windows, as well as to other ornamental purposes.

Commendation is expressed of American products in following terms:

"Crystal *carafes* in rounded forms originated from American factories; * * * the effective reflection of light being due to the varying thickness of the crystal at different points. * * * Complicated ornament was notably absent; the elegant simplicity of the effect being all the more brought out."

AMERICAN CRYSTAL GLASS AT LEIPZIG.

Continuing its review of exhibits at the Leipzig Autumn Fair, *Bruhn's Fachblatt* writes:—

"The United States Crystal Glass Co. of New York and Bremen, has distinguished itself by an attractive exhibit of American crystal glass. The products of four large establishments are represented, which make not only heavy tableware, bowls, dishes, and carafes, but likewise very clear pressed glass. Brilliant deep-cut articles were to be seen, such as large bowls, confectionery dishes, bonbonnières, and compotières. Generally speaking, the firm has made its products with a special

view to the requirements of the German market. * * * All the ware shown, in addition to "Potée" polish, has again received a fire-polish, thus acquiring the desired brilliancy without the outlines losing their sharpness.

"Among novelties shown was attractive pressed glass with colored fruit decoration. In particular a cherry design had a very real effect."

Mention is made of the extensible wire frames covered with white india-rubber, on which the dishes were shown, as being a practical novelty in display fixtures.

THE NEW INDUSTRIAL ART IN GERMANY

In the recently published work of Josef August Lux on "The New Artistic Industry in Germany," the opinion is expressed that the artistic problem of our time does not lie with hand labor, but with industry, which cares for the masses, from which it has sprung. This problem can only be solved if industry follows the canons of good taste, instead of false art. The following expressions illustrate the author's views as to ceramic manufacture:

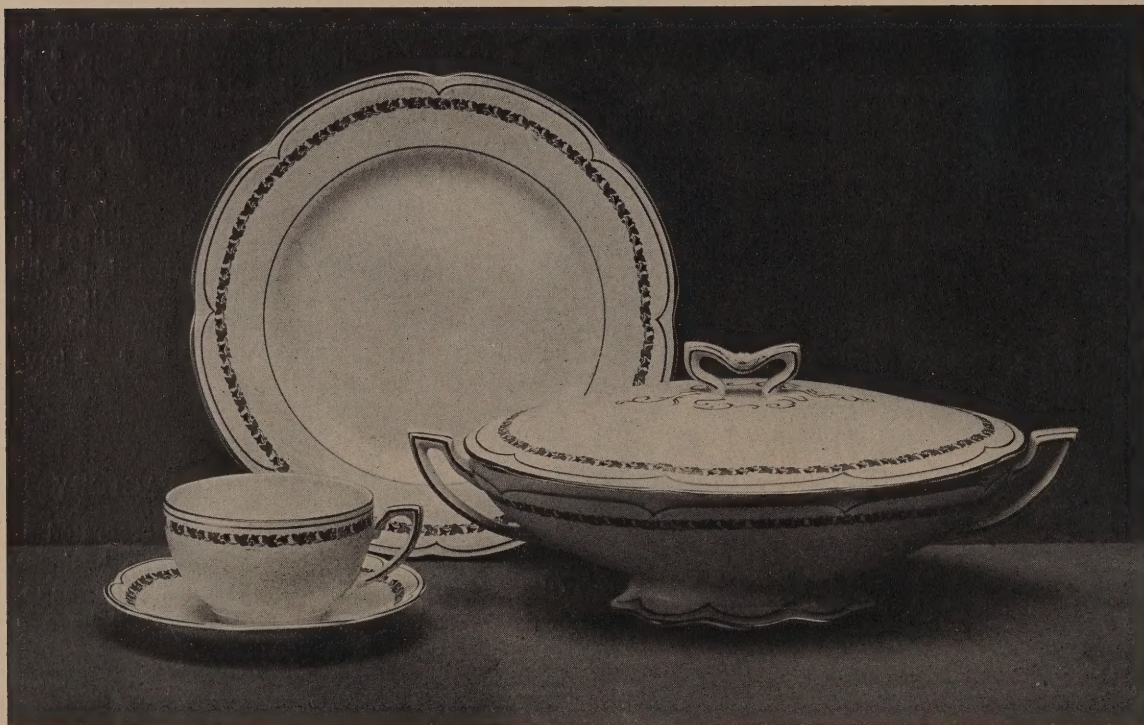
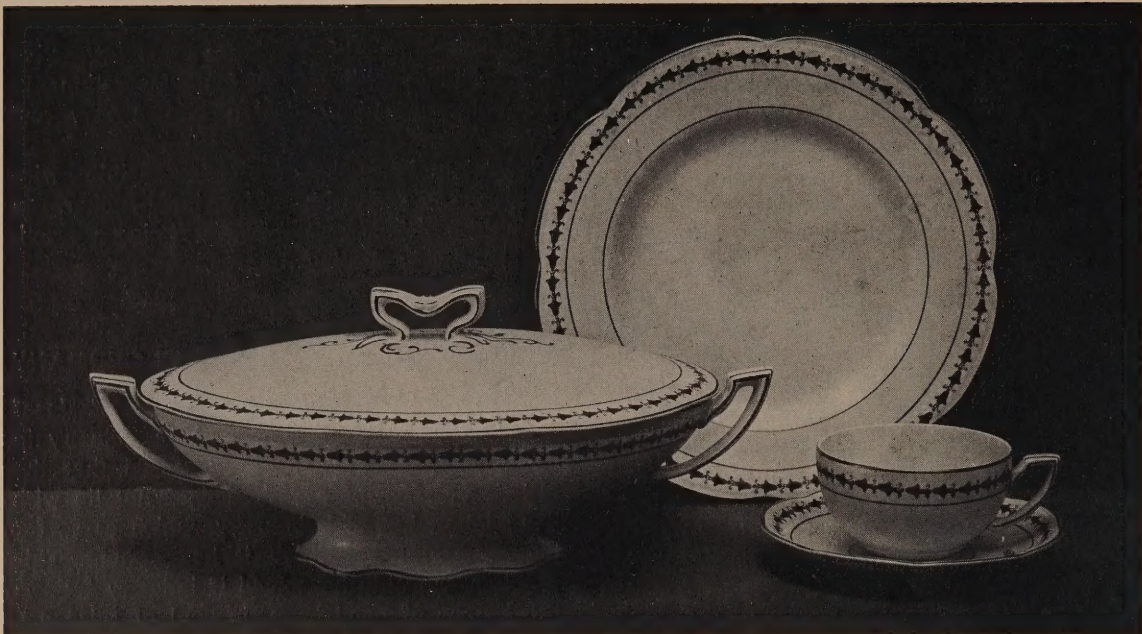
"Whoever works for the masses must be cheap; therefore, industry must be cheap, * * * The disappearance of the old art of pottery is to be regretted, but is justified. The people want to earn a living, and abandon the potter's wheel, which will not support them. * * * For the pottery industry there are only available practical shapes or simple outlines in harmonious proportions, in conjunction with attractive colored or brilliant glaze. All other personal charms arising from the arbitrary vibrations of the molding hand * * * have passed away."

NEW GERMAN CERAMIC FACTORY

A porcelain factory has been incorporated at Duisdorf, Germany, taking over the business hitherto carried on by Herr Eduard Schurmann, at that town. The new company will have a capital of more than \$60,000.

GERMAN CERAMIC FACTORY REDUCES CAPITAL

The reduction of capital by the Teltow Porcelain Factory is announced from \$150,000 to \$50,000.



TWO NEW LINES OF DINNERWARE DECORATIONS BEING INTRODUCED BY
THE COOK POTTERY COMPANY OF TRENTON, N. J. ❁ ❁ ❁ ❁ ❁ ❁

PHOTOGRAPHED SPECIALLY
FOR POTTERY AND GLASS

❁ COURTESY OF ❁
THE COOK POTTERY COMPANY

PENCILINGS OF POTTERIES

DURING the past few weeks, or more accurately, ever since the Payne tariff was introduced in Congress, order demand has been a trifle less urgent, as buyers are disposed to wait a little longer and see if the Senate will make any changes in the pottery schedules. Those most conversant with the temper of the law-makers, think that the pottery industry is regarded too small to be worthy of much time, and as the whole subject is an intricate one, the bill will probably go through without much, if any, alteration. Should that be the case, the domestic manufacturers have every prospect of a splendid business free from the uncertainty that has prevailed for several years.

American pottery of every grade is far better in quality than ever in its history. The staple lines, especially in undecorated ware, are selling at very close prices despite the improved demand and tariff conditions, nor is an advance here likely to be made for several months to come. Labor-saving machinery, for almost the first time in fifty years, will soon lessen cost of production to some extent in all lines, if the present records of the machines continue to hold up. There is a wider margin of profit in the higher grade goods now produced in all the plants. Most dealers welcome the addition of good American earthenware services retailing at from fifteen to thirty dollars for 112 piece sets. Open stock patterns of distinctively good things that can be ordered weekly gives a new view point to the buyer. It tends also to move better the cheaper grades of domestic semi-porcelain when the public learns to know that crazed ware is largely a thing of the past in American goods.

The import season is practically over for the season, and the records show rather light orders. This, of course, must redound to the advantage of the home manufacturer, especially as the country at large is prosperous, indicated by increasing bank deposits, postal receipts, traffic figures, etc.

The new duty on Decals met with no systematic opposition from the potters. It will add about 5 per cent. to the selling price of dinner ware. This advance on staple goods cannot at present be put upon the customer, and represents a loss to the potter.

One of Patterson's Brushing machines is in constant use on flat ware at the Buffalo Pottery. The results are very satisfactory, especially in the thoroughness of the work. The

labor of three girls at five to six dollars per week is saved.

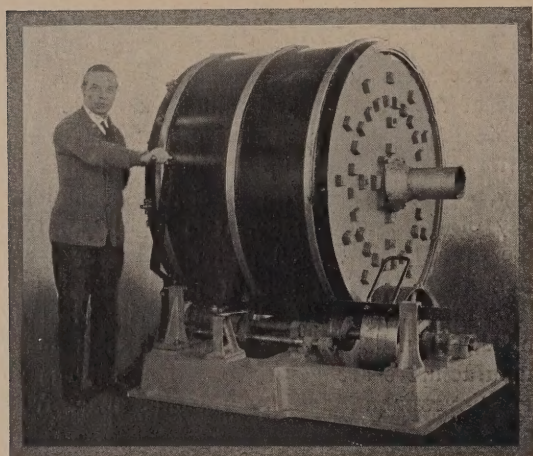
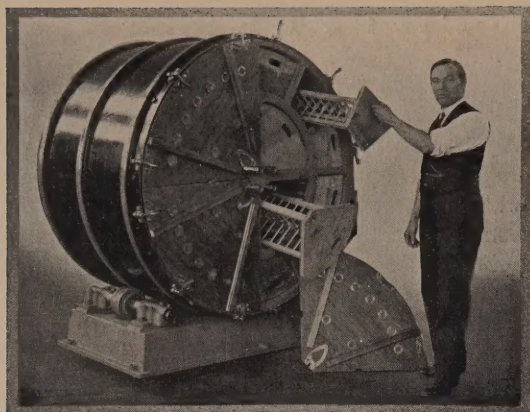
A new scouring machine will soon be brought out by William Polk, of East Liverpool, which, it is claimed, will supersede the brushing machines. It is even claimed that a dipping and stamping device can be combined with this new scouring apparatus, so that in an incredibly short time an earthenware plate starting on a conveying belt in the biscuit will reach a short distance point on the same belt, scoured, stamped and dipped.

When these devices and the new jolly, invented by Mr. Wyllie, of Huntington, W. Va., are finally perfected, it might be well for the manufacturers to agree together to keep a little of the profit gained rather than give it to the dealer, as has been the case whenever the tariff was tightened up in their behalf. In view, however, of the great difference and variety of ware now made, it is highly improbable that the American potter will ever again attempt to form a selling price association. Now that the tariff discussion is virtually ended, it can be conceded that at least a dozen manufacturers are getting excellent returns on their investment, and for reasons apart from any tariff considerations.

The Crossley Machine Co., of Trenton, N. J., are now building the Wainford machine for scouring china biscuit ware, which is used by fifty English potteries, two Swedish and twelve American plants. The latter machines are all in the East, but another is to be placed with Knowles, Taylor & Knowles, to demonstrate its fitness for scouring semi-porcelain biscuit ware equally well with china. Mr. R. Wainford, the inventor, is expected to arrive in East Liverpool about May 1 and demonstrate thoroughly the many claimed advantages of this labor-saving device which also raises the quality of the ware by its operation. The American machine has several improvements over those made in England, notably the cast iron bed in place of a wooden rest.

The two accompanying cuts will illustrate a machine which will probably come into quite general use, especially as it can also be adapted for use in the sanitary plants.

It has an approximate capacity of 2,400 dozen pieces of assorted ware per week, and is operated by one man. The crates or racks used to hold the ware in the machine are made of maple, and can be readily replaced at a low



THE WAINFORD MACHINE FOR SCOURING CHINA BISQUIT WARE

cost when worn out. These racks are made to suit the different class of ware desired, and there are thirty-two crates supplied with each machine, thereby causing no loss of time in the recharging of machine, as the operator will be filling the extra set of crates while the machine is in operation. The machine is self-contained in every respect, and as there are only three trunion wheels on same, there is little to get out of order, thereby costing very little for repairs. On end of pipe shown in cut, there is attached a small exhaustor, or suction fan, which carries all the dust out of the machine, making it sanitary in every respect. In charging, it is necessary to fill same with about 200 pounds of ground biscuit ware, which will pass through a quarter-inch mesh screen plate on a grog-mill and will not pass through a one-eighth inch screen. This machine is covered by United States and foreign patents, and the Crossley Machine Co. have the sole American manufacturing rights.

Trenton, N. J.—The Cook Pottery Co. is enjoying the best trade of their existence. Col. Ellisson is again in his element on the road, pushing their long lines which enable him to see all classes of trade. Cook's goods were always staple and in large variety, but present quality of body and glaze, also decorative treatment, is way beyond the ware made only a few years ago. At the large plants in Ford City and Kittanning, Pa., complete lines of everything but china are produced.

The Crossley Machine Co. are selling very rapidly their new electric porcelain sagger machine which is now perfected. They can doubtless apply the same principle to a machine for general white ware plants. A fortune awaits the builder of a practical, moderate-priced machine of this kind. It will be remembered that there has been a change in the officials of this concern. Mr. Joseph Crossley and his son, Corless Crossley, withdrew to give their sole attention to the Claspas Needing and Milling Co. A brother of Joseph Crossley, Mr. David Crossley, associated with the company from its inception, is now president, Donald M. Miller is secretary and Hon. Harry D. Leavitt, treasurer. The plant has steadily increased its equipment for making all kinds of pottery, tile and clay-washing machinery, etc. The new Wainford china scouring machine for American sale, is built here.

Sebring, O.—The erection of a new seven-kiln pottery by O. H. Sebring during this year, for making high-grade dinner ware, etc., is said by him to be a certainty unless the Payne tariff bill is materially changed.

Worthington, O.—The rebuilt plant formerly known as the Columbus Pottery Co., will soon be in operation by three gentlemen formerly connected with the Sebring (O.) Pottery Co. They severally represent by experience the selling, decorating and office ends of the business.

The Sebring Bros. have no direct or remote connection with the modest investors in the Worthington enterprise. Mr. Loren and others interested in the valuable real estate surrounding the plant have also stock in the revived pottery. Columbus is a splendid shipping point, and if the problem of housing employees conveniently to works can be met, the plant ought to win dollars and fame on the hill near Columbus. With this proposition finally settled the rumors of Messrs. Beatty, Buxton and their friends starting a pottery at Columbiana or Leetonia, O., should vanish.

East Liverpool, O.—All plants are exceedingly busy. No advance in staple lines is probable at present. Considerable grumbling is heard about advance in imported Decals if Payne tariff bill is not altered on transfer sheets. Buyers holding off. The tendency will be to use a higher grade of foreign Decals and possibly encourage the few domestic factories of mineral transfer sheets.

Order demand for the most expensive ware made by Edwin M. Knowles China Co. was never larger.

About 750 decorating kilns were drawn at the Homer Loughlin China Co.'s plants during March.

The Ramona dinner services of Knowles, Taylor & Knowles are selling finely.

Charles H. Copestake, representing R. Wainford, of England, inventor of the china scouring machine, has set up one at the Knowles, Taylor & Knowles plant, and expects to have another in use at the Laughlin pottery next week. Gotham & Lockett, the art modelers here, have been appointed agents for the machine in this section of the pottery districts.

Jefferson F. Warner, of Warner-Keffer China Co., has purchased one of the handsomest residences on Thompson Hill. Some of his friends have asked whether he was using anticipated profits from the new process underglaze "Flometa" line, but he asserts that the margin on these goods is small, for he wishes the dealer to get 60 to 75 per cent. profit out of a new and good proposition. It surely is selling well, and at one net price only, yet jobbers seem willing to accept the ultimatum to get early action on the line.

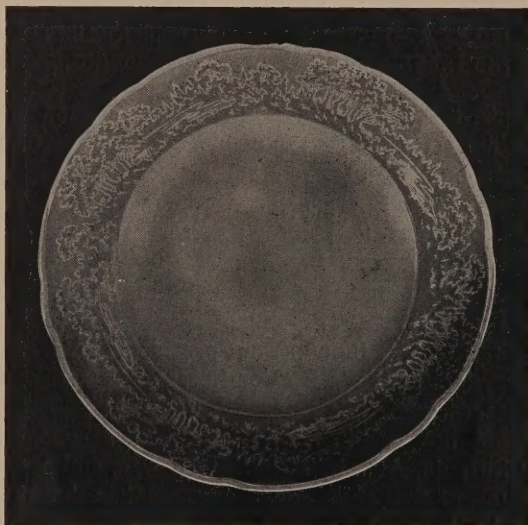
The Flometa dinner ware line is illustrated this month in a few pieces. Only by reproduction in colors can the satisfying effects be obtained. The GREEN BOOK referred to the new underglaze goods in the March issue as the Floreta line, but the better word Flometa is the correct name. Warner-Keffer China Co. have done the trade a distinct service in bringing out this ware which has a merit and beauty wholly its own. Best of all for the dealer, the price has been so low that an unusually good selling profit is certain to be obtained.

The Mason Color Co. are enlarging their plant and establishing a fine reputation for quality of goods.



Coshocton, O.—The Pope-Gosser China Co. are not making dinner ware out of china body, as reported in some of the trade papers. Their

art goods are largely in china, but facilities for shipping quantities of the Texas kaolin are not yet perfected. It is not strange that the error is made, for their semi-porcelain is very light and quite translucent in many pieces. The new



THE NEW "FLOMETA" WARE PHOTOGRAPHED IN THE BISQUIT COURTESY OF WARNER-KEFFER CHINA CO., OF EAST LIVERPOOL, OHIO

Martha shape of dinner ware first shown in January, has proved so good a seller that nearly all that they can produce is marketed in the Middle West. Most of the services go out with a Casserole and eight-inch covered dish, instead of a seven and eight-inch oblong covered dish. Last March was the heaviest month in sales in the history of the concern.

POTTERY POINTERS

—A natural gas well in the Thomas electrical works, at Lisbon, O., affords a saving in running expenses of at least \$12,000. If the

on the new addition and they expect to have them in operation within thirty days.

—The Great Western Pottery Co., the sanitary pottery at Kokomo, Ind., is erecting two new kilns. Probably a new brick addition to the building will soon be erected.

—The American Encaustic Tiling Co., at Zanesville, O., is about to erect two new kilns. Some additional slip house equipment is being installed at the factory of The American China Co., at Toronto, O.

—The Edgemont Feldspar Company has been incorporated at Camden, N. J., with a capital stock of \$100,000. J. E. Dunwody and F. C.



A "GROWLER" OR LEMONADE SET ARTISTICALLY TREATED IN PLEASING COLORS IS THE NEWEST PRODUCTION OF THE FRENCH CHINA COMPANY OF SEBRING, OHIO

concern could develop one equally good at their East Liverpool pottery, another \$18,000 might be placed to the credit side of profit.

—The newly organized Keystone Terra Cotta Co., of Kennett Square, Pa., recently incorporated with a capital stock of \$25,000, are erecting a plant for the manufacture of flower pots and gas logs. The company expects to be operating by June. The president is J. B. Swayner, and W. E. Voorhees, secretary and treasurer.

—A new kaolin mine will shortly be opened at Eufaula, Ala., by Mr. H. S. Stewart and associates, of that city. Mr. Stewart claims that the kaolin is equal to any being mined at present in either Georgia or Florida.

—The Mosaic Tile Co., of Zanesville, O., are erecting three new kilns; work has been started

Barton are at the head of the new concern.

—F. S. Lowry, maker of cooking ware, at Roseville, O., has recently increased his facilities by the installation of some additional glaze grinding machinery.

—Additional equipment is being installed at the No. 2 plant of The Star Stoneware Co., at Crooksville, O.

—The American Encaustic Tiling Co., of Zanesville, O., suffered a severe loss through the death of their general superintendent, Mr. George A. Stanbery, who died at his home at Zanesville, on March 23. Mr. Stanbery was a director of the company and had been connected with same since its beginning, over thirty years.

—The Potters' Co-operative Co., of East Liverpool, O., have installed a Patterson flat ware and hollow ware brushing machine.

—The Standard Pottery Co., of East Liverpool, O., are refitting their glaze grinding department with new machinery throughout.

—Florentine Pottery Co., at Chillicothe, O., manufacturers of sanitary earthenware, have just increased their factory by the addition of some new slip house machinery.

—The Homewood Pottery Co., of Mannington, W. Va., has put in operation a new kiln but recently completed for sanitary ware.

—Sherwood Bros., stoneware manufacturers, at New Brighton, Pa., suffered a fire loss recently of \$12,000. This old concern makes an excellent line of goods, and once held almost a monopoly of the business of the largest buyers. They doubtless still keep up the quality, but other firms have, by their modern methods of merchandizing, secured much business that might have gone to the factory of older prestige.

IN THE ZANESVILLE DISTRICT

Business with the commercial art potteries is rather modest. The more costly lines during the past three weeks have dragged a little.

Stoneware is selling on basis of three cents a gallon for jars and milk crocks of one to six gallon capacity, with jugs at a five-cent basis. This is a very low price, yet under improved methods of making and marketing ware, the more progressive concerns are not losing any money.

The Zanesville-Crooksville Sales Company are out with some very attractive printed matter, showing cuts of a beauty and detail once deemed unnecessary for selling low-priced goods. The explanation that they are not commission agents but managers of plants allied to lessen cost of selling and be enabled to ship combination cars is catching the attention of buyers in great shape.

The Zanesville Art Pottery Co. has some remarkably fine Cobalt blue one-fire jardinières with white and gold decorations on the second firing. They are doing well with their white ware in combinets, toilet sets, jugs, etc. The body differs little from that used in East Liverpool and Trenton, but the price is lower.

Mr. Tenner, one of the three owners of the Peters & Reed Pottery Co., died suddenly last month.

SENATE REDUCTIONS IN TARIFF BILL

Senator Aldrich makes a brief summary of the proposed changes in the Payne tariff bill. Among these Senate Committee changes is one

reducing a proposed advance on common earthenware in two colors to the existing law. It should be kept in mind that several votes on the bill are yet to occur before the President's signature makes a new law.

"In the main, the rates in the tariff bill, as reported from the Senate Finance Committee, are lower than those in the bill as it passed the House, the actual number of reductions being about three times the number of increases. Such increases as have been made have been largely rendered necessary to preserve the symmetry of the schedules. A considerable number of articles in common use have been taken from the dutiable list of the House bill and restored to the free list. The great mass of the rates reported are below those of existing law."

OUR FUTURE PORCELAIN DEALERS

Dealing with the Question "How Can I Make my Son a Capable Porcelain Dealer?" *Die Porzellan-und Glas-Handlung*, lately propounded, among others, the following questions to its readers:

1. "Is it advisable, after the termination of the school course, to follow it up with study at a business high school, or should such theoretical instruction (if necessary at all) follow practical tuition?"

2. "Is experience in a large or small dealer's store preferable, and is factory or wholesale training advisable?"

One dealer writes that practical training is decidedly preferable to theoretical instruction; adding, that the best school is the small or medium-sized retail business, where the proprietor is himself actively working and can oversee everything. He advises a three-years' apprenticeship in the young man's native city, followed by taking a position far from home, changing same when he has a chance of extending his experience. After learning his trade, a short time in a factory would give him new ideas, and fit him for taking individual responsibilities later on.

Various other answers were received, agreeing in their main features with the above views.

MANUFACTURE OF ARTIFICIAL KRYOLITH

By a recent German patent, artificial kryolith can be made out of impure fluor-spar, heated with sulphate of potassium and charcoal, being then treated by a special process.



NEW BOOKS

THE INVENTION AND EARLY HISTORY OF MEISSEN PORCELAIN. By Ernst Zimmermann. George Reimer, publisher, Berlin. (German). Price, 22 marks (\$5.28).

Taschenbuch für Keramiker (Pocketbook for Ceramic Experts). Published by the Keramische Rundschau, Berlin.

In view of the bi-centenary of the Meissen Porcelain Factory, to be celebrated next year, a volume recently published under above title by the concern of George Reimer, Berlin, has timely and special interest for the ceramic world, whether as manufacturers, collectors or distributors.

While the author of the work, Herr Ernst Zimmermann, modestly describes it as a "contribution to the history of German ceramic manufacture, it is really a compendium of many points of interest, affecting the industrial as well as the artistic side of the subject. The contents include the following points: The first attempts at the invention; the invention of porcelain; Meissen as a stoneware factory; Böttger stoneware; Meissen as a porcelain factory; Böttger porcelain.

The illustrations are of an artistic character, comprising an effective colored plate and three cuts representing Meissen products and various personages connected with the history of the factory. In printing and general style the book reflects credit upon its publishers, while the work itself will rank as a standard authority. Its price is 22 marks (\$5.28) bound.



In these days of concentration, the expert wants his calculations and formulas, not in bulky library tomes, but in the form of handy tabulations, which he can carry in his pocket for instant reference. The above neat and comprehensive volume contains, in the first place, a series of stoichiometric calculations for use in the ceramic industry, followed by a table of molecular weights and other standard computations.

The stoneware industry is next treated in detail, while the accessory but important process of etching ceramic printing plates forms another interesting chapter.

The office has not been forgotten in this *vademecum*, as it contains a synopsis of collection laws and other legal points. A full list of ceramic associations and technical schools shows the important extent they have attained in Ger-

many and Austria-Hungary, while the complete list of ceramic manufacturers in both countries is of special interest to the buyers and distributors of all nations.

The get-up of the little work reflects the same care which has made the *Keramische Rundschau* a model of effective condensation.



Sprechsaal-Kalender, 1909.

Our esteemed contemporary has sent us its 1909 calendar, which, in addition to a neat diary, contains a valuable summary of the derivatives of various minerals and the chemical composition of the clays used in the ceramic industry. The special information this little book contains should prove of value to all acquainted with the universal language of chemical symbols.



Tonindustrie Kalender, 1909.

Following out the comprehensive lines of the *Tonindustrie-Zeitung*, its calendar deals with the various appliances used in the clay industries, as well as a number of standard formulas. All connected with the clay industry, either as manufacturer or distributor, will appreciate this carefully and intelligently prepared work.

GEORGIA CLAY DEPOSITS

The desire to know more about the qualities and location of potters' clays, as found in America, makes the large bound book of 452 pages on the Clay Deposits of Georgia of live interest. The illustrations are excellent, and the text, by Otto Veatch, assistant State geologist, is clear and comprehensive.

Potters desiring a copy should write to S. W. McCallie, State geologist, at Atlanta, Ga., specifying Bulletin No. 18, which is the modest name of the book.

A BIGGER UNION

The Union Stoneware Co., Red Wing, Minn., has absorbed the Plymouth Stoneware Co., of Marshalltown, Iowa. Mr. George M. Thompson, the efficient manager of the Iowa concern, remains in charge of the plant which is a good one. This amalgamation, now consisting of three potteries, gives strong competition for the Western Stoneware Co., of Monmouth, with their six plants in Illinois.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

"THE GREEN BOOK"

A Monthly Magazine Devoted to the Interests of the Pottery, Glass, Lamp, Art Metal and Allied Industries

GLASS AND POTTERY WORLD, Founded 1893.

CHINA, GLASS AND POTTERY REVIEW, Founded 1897.

Amalgamated, April, 1905

POTTERY AND GLASS, Founded 1908.

Amalgamated, April, 1909

PUBLISHED MONTHLY BY

POTTERY AND GLASS PUBLISHING COMPANY

20 Vesey Street, New York, U. S. A.

Chicago Office, 358 Dearborn Street

Western Editorial Office, 573 E. 114th St., Cleveland

ROBERT M. McBRIDE, President

ARTHUR S. WITHERSPOON, Secretary and Treasurer

ARTHUR S. WITHERSPOON, Editor

A. S. PORTER, Associate Editor

Prof. CHARLES F. BINNS, Technical Editor

SUBSCRIPTION RATES

United States - - - - \$2.00 per year

All other countries, including Canada 3.00 per year

Copyright 1908 by Pottery and Glass Publishing Co.

Entered at the New York (N. Y.) Post Office as Second Class Matter

VOL. II APRIL, 1909 No. 4

UNION OF THE BLUE AND THE GREEN

ALL interests of POTTERY AND GLASS and GLASS AND POTTERY WORLD, for so many years familiarly known as "THE GREEN BOOK," are now merged into the present publication.

And the trade has warmly expressed its approval.

POTTERY AND GLASS was born less than a year ago. There was a general demand for a thoroughly representative and well dressed magazine to go forth upon a mission that had never before been well performed—that mission was principally to carry to the dealers, buyers and sales people such information and faithful illustrations of good commercial and marketable wares as would keep them apprised of what manufacturers and importers had to offer, and also to give them such facts

as would help them to stimulate their own sales to the public. Facts and talking points were given in a way to be helpful and to justify the existence of such a publication. It was serving a radically different purpose from any other existing pottery and glass paper. It fulfilled its mission well and was a success from the beginning. But it still lacked something—and just that something was only to be found and rightfully belonged by long experienced success and tradition to the venerable "GREEN BOOK." What more natural, therefore, than that the two best monthly papers should come together and join issues literally.

Now the publishers of POTTERY AND GLASS, which will hereafter be distinguished by the additional cognomen of "THE GREEN BOOK," hope to be able to serve all branches of the trades it stands for in a more comprehensive manner than any one publication has been able to do heretofore. All of the best features of both publications will be retained and strengthened. Arthur S. Witherspoon and Alfred S. Porter will be joint editors, with the valued assistance of Professor Charles F. Binns, who will conduct the Practical Science Department of the amalgamated papers.

The union of the Blue and the Green books insures an exceptional monthly publication, entirely worthy of a trade growing in volume and importance. Increased consumption of better pottery and glassware is inevitable in a wealthy, progressive nation, and publicity will stimulate this consumption in a healthy manner.

It will be the constant aim of POTTERY AND GLASS and THE GREEN BOOK to foster an early and larger movement in that direction.

The publishers and editors again pledge themselves to make of this joint publication a strong and influential trade medium—but they cannot do it alone. The trade must help—therefore your criticism is invited, your suggestions are asked for, and your continued patronage is needed.

EVOLUTION OF AMERICAN TABLEWARE

THE quality of china, semi-porcelain and glass tableware made in America for the past two years has shown a gain greater than in the previous two decades. This has come during a period of financial stringency, and chiefly since all official selling price organizations ceased to exist.

Standards of living have steadily advanced. Culture and travel result in new ideas. The



tables of hotels, restaurants, steamers, railroads and clubs have educated the public in better and more attractive ways of serving food. Importers know that reputation for a factory comes only through merit and uniformly dependable ware. American manufacturers have more slowly learned that quality and distinctiveness of product was the only basis for sound profits and fame.

The creations of men inheriting the genius of generations and working in an atmosphere of true art will always find a ready sale in wealthy America; and, indeed, this betterment of domestic goods in pottery, at least, is apt to enlarge the sales of foreign ware when normal conditions again exist in our country.

Ordinary semi-porcelain, 100-piece sets of dinner ware, costing buyers \$4 and \$8 are, of course, required in bulk quantities, yet to-day with expense of making and marketing goods more, the potters are selling at figures dangerously near bare cost of production.

These sets, many of them decorated in a manner far better than was done a few years ago, are marked at from 33 1-3 to 50 per cent. net profit, whereas, services costing \$11 and \$25 and more, readily carry 65 and 100 per cent. in the better stores. These goods and matchings can be obtained promptly from open stock, and being made by staunch concerns, are likely to become as standard as those produced by famous foreign potters. The tendency to buy often in small quantities has turned close attention of dealers to these splendid lines. Flat plates, plain edges, satisfying shapes, simple yet costly decorations, and a body and glaze of beauty and durability are to-day characteristic of much domestic ware now potted right, selected carefully, decorated with taste, and marketed so that the dealer handles it with pleasure and profit.

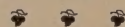
Conditions are not quite so favorable in the table glass ware trade, and most of the factories find it desirable to add other lines of production. The few that have established a real reputation are giving more thought toward educating the dealer to give glass a larger and more prominent display. During April and May some retailers feature glass, and always with good results, if they well understand the art. The chief expense, or rather loss, to the glass-maker of high class ware is in the rigidity of his selections so necessary to maintain a reputation for quality. Most of the rejections are destroyed at the best factories.

Shipments of American pressed table ware

and cut glass are steadily growing. One domestic factory whose trade-mark commends and deserves a premium, is about to spend \$40,000 in advertising the product to the consuming public through the popular weekly and monthly publications. This is a bold step, when the small retail price of pressed ware is considered.

America still imports more than fifty per cent. of the china and earthenware consumed here. It has never been fully realized how much more glass would be utilized to the comfort and pleasure of the people, did they but better know the excellence of domestic goods.

Spring has arrived, and American tableware should spring into better and fuller use from Maine to Mexico. Publicity means progress and power for makers and dealers in china and glass. Our industry is justly regarded as a slow one, largely because so small advantage has ever been taken of this great engine of publicity.



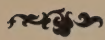
TARIFF AND TRADE TREND

ALTHOUGH the Senate, at this writing, has not passed the tariff bill, it is thought that little or no vital changes in the pottery and glass schedules will be made in the Payne bill, recently discussed in these pages.

The arguments presented by those who favored either a reduction or an advance over the Dingley schedules have given information to the whole trade that was desirable and should clear the atmosphere of many theories and mistaken views held by the dealer who was previously ignorant of some important facts.

That the present tariff is high enough for a fair manufacturing profit on earthenware will be conceded by those domestic manufacturers who make anything besides staples, and run their plants on modern methods.

Importers will gain their best sales through the increasing wealth of this great nation. Anything imported, if costly and distinctive, is sure of sale. During March the imports of precious stones exceeded \$3,500,000, which was 800 per cent. greater than those of March, 1908. Larger sales of automobiles and other evidences of surplus money are tokens of the solidity of the resources of individuals, while increased bank deposits, postal receipts and like features in all the agricultural States are proofs that the whole people are prosperous, even if the industrial centers are still slow in giving the city wage-workers steady employment.



With the tariff settled upon at least as satisfactory a basis as any tariff bill can hope to stand in a country of such immense geographical limits and varying interests, the future for all kinds of manufacturing and merchandising interests look exceedingly promising. Fall business of unusually large proportions seems inevitable.

The china and glass trade is certain to receive its share of the universal betterment. To each individual or firm, the fullness of that share is dependent more than ever upon the gospel of intelligent work.



UNDERPAID CHINA AND GLASS BUYERS

A WRITER in a popular weekly says:

"But these buyers! Every one of them is in reality a manager of a separate store. He has complete charge of his department, from the buying of his goods to the hiring of his salespeople. He regulates their salaries, fixes prices and arranges his goods. All the proprietor asks is for the buyer to pay his rent and advertising with a good profit to the house; for every inch of a store, except the aisles, is rented to these buyers—that is, of course, theoretically speaking. The space is worth so much, according to the value of the building, and the different departments are made to pay their share. If they fail, out goes the buyer, for there is something wrong.

These buyers do not consult with anybody in purchasing a bill of \$25,000 any more than the proprietor of his own store does. In fact, except that he gets a salary, and that all profits go to the house, he is a proprietor. And these are the men that the stores can't get. Yet in a big store it is a mighty small department that does not pay the buyer \$5,000; it is only a fair one that pays \$10,000; some pay \$25,000, and there is a furniture buyer who gets \$50,000. And, if any man should rise up with enough executive ability to run a whole store, he could almost name his own price."

Unfortunately, the china buyer who is handling a line more difficult to make profitable, under department store methods, than any in the house, is seldom paid \$5,000 or more. The average salary in all but the largest stores of America would not reach \$2,500, and, with few exceptions, every order of over \$100 must bear the O. K. of the merchandise manager or head of the concern.

It is equally true that where the china and glass buyers are paid a good salary and given a free hand there is also found a directly profitable department. Some stores in moderate-sized cities are getting excellent results from their crockery departments, but usually the manager is well paid and is not required to handle even house furnishings.

A VETERAN GLASS CUTTER DEAD

Thomas Taylor Hunt died in Corning, N. Y., on the 15th, following an illness since last October from a complication of diseases. Mr. Hunt had visited his glass-cutting factory only once since he was taken ill.

He was born in Warrington, Lancastershire, England, and came to this country about thirty-one years ago, when he settled at White Mills, Pa., where he worked in a cutting shop. About twenty-nine years ago he came to Corning and went into the employ of T. G. Hawkes & Co. He remained with them for fifteen years, and won the esteem and respect of his employers by his steady and faithful service. Leaving their employ he formed a partnership with the late Daniel Sullivan, and the firm, under the name of the Hunt & Sullivan Glass Company, erected a glass-cutting plant on Washington and Sixth Streets, with a working force of eight or nine men. The business prospered, and, on the death of his partner, Mr. Hunt bought the interest that had been Mr. Sullivan's, and continued the business under the name of the Hunt Glass Company. The new proprietor built up the business until he employed, under ordinary conditions, from fifty to sixty men. The high-grade glass and the fine quality of workmanship which was insisted upon spoke for itself, and soon Mr. Hunt had a very lucrative business worked up, and at his death had one of the leading cut glass factories in the city.

Mr. Hunt was by nature and surroundings adapted to the cut glass business. His parents in England were engaged in that industry, and there he early learned his trade and was in a way brought right up amid the frames of a cutting shop.

He leaves a widow and one son, Harry S. Hunt, treasurer and secretary of the Hunt Glass Company, and one brother, William, in England.



REOPENING OF A MEXICAN GLASS FACTORY

A change having taken place in the ownership of the glass factory at Chihuahua, closed down some years ago, it is being reopened by a new company with a capital of \$1,200,000 gold. It will, among other branches of manufacture, operate a patent for making glass bottles.

PRACTICAL SCIENCE DEPARTMENT

Edited by PROF. CHARLES F. BINNS, Alfred, N. Y.

TIMELY TECHNICAL TOPICS

Mr. Herbert Goodwin, under a pressure of official duties at the Willetts Mfg. Co., Trenton, N. J., is obliged to withdraw for the present from acting as one of the technical editors of this journal.



We printed last month an article on "Glaze Blisters," which, as was stated in the introduction, was inspired by a question. Our correspondent sent a fragment of ware showing the blister, and we wrote him as to the cause and the remedy. This reply of ours formed the foundation of the article which, of course, was more extended than a letter could be.



A few days ago a letter from the same correspondent came to hand, and this is what he said: "It has taken some time to carry out your suggestions. I got rid of the filter-press water and obtained a different ball clay, and now that the old stock of clay is worked out the trouble has very greatly diminished. The last two kilns have been very good."



It was not a matter of surprise to us that the remedy was successful, because we rather flattered ourselves that we knew what we were talking about, but it is, all the same, a great satisfaction to be proved right, to have prompt advantage taken of one's advice and to have the benefit fully acknowledged.



But there are others. We are not possessed of infallible knowledge upon every subject with which potters are concerned, but it is our business to know some things and to find out others. We want to be of use to the brotherhood, but we cannot force anyone to receive information or assistance, nor would we if we could. There are other troubles. One of the worst, perhaps, is "spitting out," and we are taking a shot at this month.



There are many different opinions upon this point. It may be regarded as certain that some will disagree with our view. If so, let them write and say so. A manufacturer once said to us that if we could cure "spitting out" we would make a fortune, and yet he did not accept our

suggestion of a remedy, even when no fee was attached. We are quite sure that we can help to cure some forms of this trouble, but the fortune has not yet matured.

EFFECTS OF MAGNESITE IN FELDSPAR

Experience has shown that while a small percentage of magnesite in feldspar has a favorable influence upon the whiteness and other qualities of porcelain, its presence exercises an injurious effect upon colored wares. This has been explained by the fact that magnesia and lime easily destroy colors, or at any rate, affect them to some extent. It has been suggested to introduce magnesia beforehand into the coloring substance, in such a manner as to prevent its subsequent addition from affecting the color.

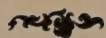
DISCOLORATION OF PORCELAIN DURING COOLING

The fact of a sample of porcelain being whiter than the bulk after cooling, is explained by its being more directly subjected to the action of the flame; the reduction of the ferric oxide to ferrous oxide being more powerful in the exposed sample than in the articles in a closed sagger. The yellow tinge of the ware acquired during cooling is explained by the air effecting the transformation of the ferrous oxide into ferric. The inference may be drawn that the raw material contains a good deal of iron.

SPITTING OUT

BY CHARLES F. BINNS

TO all potters making over-glaze decorations the phenomenon called "spitting out" is familiar. It does not seem to be confined to any class of ware, but it appears at its worst when underglaze printing is finished by gilding, and burned in the decorating kiln. When the ware comes from the decorating kiln the glaze is covered, more or less fully, by small bubbles. Some of these are enclosed within a thin film of glaze, and when the hand is passed across them they burst with a crackling sound. Some have already burst into tiny cup-shaped hollows with sharp edges. Re-firing in the glost kiln will restore the surface to the glaze, but a sec-



and fire in the decorating kiln will often bring the bubbles out again.

Old ware is more apt to spit out than new ware. Dampness sometimes aggravates the trouble.

In the face of an apparent variety of causes it scarcely seems possible to point to a single remedy, and yet there seems to be but little doubt that the principal cause is the old mischiefmaker, sulphur. Sulphur is one of those substances which exist in a variety of forms and compounds. Under some conditions it may be harmless, under others detrimental, and, therefore, there are the aforesaid differences of opinion. It was stated last month that blisters in the glaze were caused primarily by sulphur in the body. It is probably true that spitting out is caused by sulphur in the glaze. There are several analogies between the two phenomena. A short fired body, if sulphur be present, will cause glaze blisters, and a short fired glaze, if sulphur be present, will spit out in the decorating kiln. This is why printed ware so often spits out. Wares which are printed under the glaze do not usually receive as hard a glaze fire as white wares, and the glaze, therefore, is less mature.

Seger, in his "Collected Writings," vol. ii., p. 586, says, that sulphuric acid "can occur in a glaze up to a certain amount without affecting the brilliance of the glaze; but at a higher temperature, and when the absorption of the silica begins, it separates from the glaze and forms a delicate skin upon the surface." He says, further, that under this skin little bubbles form which break as soon as the glaze is touched by the hand. This is what is known as spitting out. It is a familiar fact that a hard fire in the decorating kiln intensifies the trouble and, consequently, many decorators flux their colors down so as to get them bright at a less heat. This means that overglaze colors are often weak and without value. If, then, spitting out can be cured, better overglaze effects can be obtained, to say nothing of the elimination of loss.

Sulphur, in some form, is the primary cause of the evil. The action may be accelerated or intensified by one condition or another, but if the cause itself can be removed the varying conditions will matter very little.

The sources of sulphur in a glaze are many. Most materials contain it, more or less. The chief offender, however, is the flaky boracic acid. This is never free from sulphates, and an amount reaching ten per cent. is not uncommon. A simple experiment will demonstrate this. A

little of the acid is dissolved in hot distilled water and the liquid is filtered through blotting paper until quite clear. A drop or two of a clear solution of barium chloride is then added, and if any sulphates be present the liquid will become cloudy, or even thick. The same test may be made with the water from the dipping tub. It is the practice in many factories to save this water from day to day to avoid the loss of glaze, and if this be done, the solution of sulphates must become more and more concentrated.

Some glaze recipes call for plaster of paris, because of its working qualities. This is a sulphate of lime, and is partially soluble. It is also the custom of some dippers to add a little plaster water from the mold shop in order to make the glaze work well. This is another source of sulphur.

If any manufacturer is troubled with the spitting out of his ware, the glaze materials should be tested. Flaky acid should be abandoned, and the refined acid substituted. In the event of the materials proving free from sulphates, the water in which the glaze is ground should be examined. Most natural waters contain sulphates of lime and magnesia. Seger mentions a case in which a number of old molds had been dumped near the well which supplied the factory. The glaze developed the troubles which are being discussed, and upon changing the water supply they disappeared. Attention should also be given to the glost burning. Coal often contains a great deal of sulphur, and natural gas has at least a little. A great deal of this can be burned off without harm by using a heavy smoke now and then. There is a common belief among firemen that a clear fire burns off the sulphur and a smoky fire causes it to remain. The exact contrary is the case. Sulphur is almost impossible to expel when there is plenty of air in the kiln, but it flies off readily in the presence of carbon. It is, of course, possible to carry the smoking too far and blacken the glaze, but that is not an effect of sulphur. Let the superintendent once be convinced that sulphur is the cause, both of blisters and of spitting out, and there are many ways which will suggest themselves to a thoughtful man by which the enemy may be overcome.

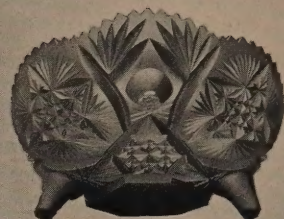
A company, with a capital equalling \$20,000, has been incorporated at Berlin for the manufacture, under a patented process, of "Metaplasma" glass signs.



68. Fashion.



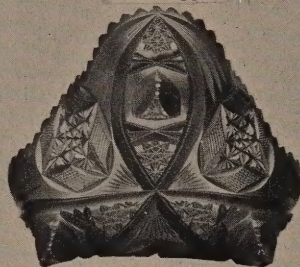
840. Pippin.



4006. 6-inch Fashion.



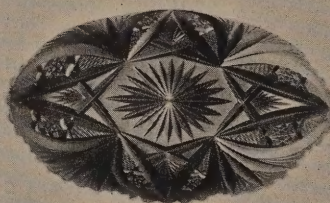
4052. 3-pint Zennia.



4371. Vernon.



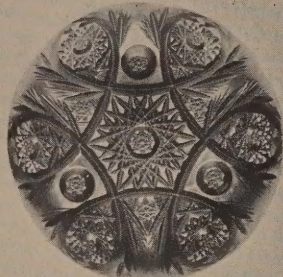
4. Fern 8-inch Zennia.



4357. Omar.



8121. 9-inch Zennia.



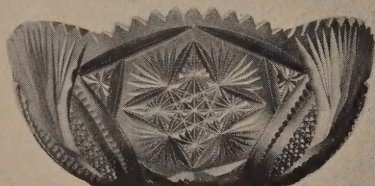
4006. 6-inch Footed Elsie.



4181. 8-inch Zennia.



4000. 6-inch hnd. Typhoon.



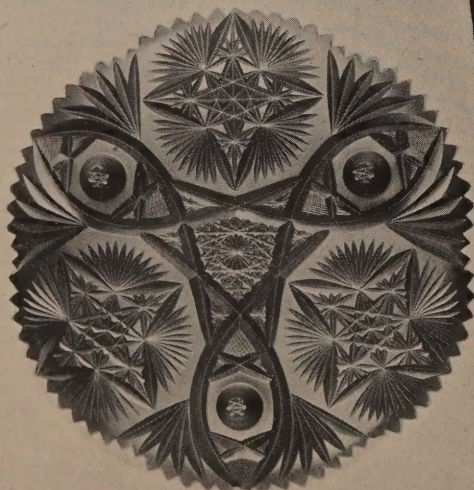
4026. 8-inch Horace.



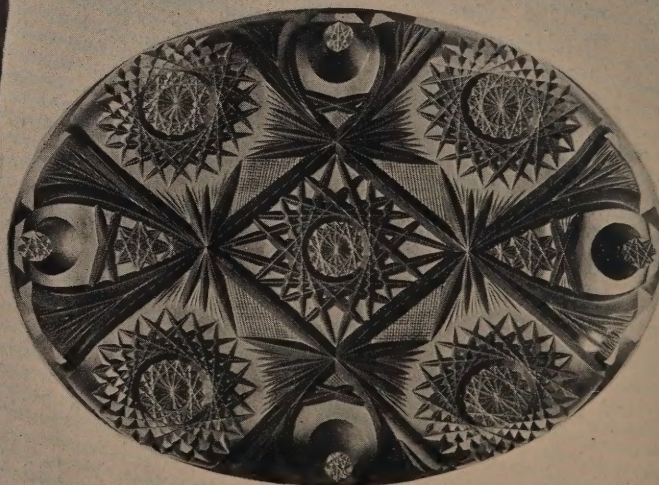
5703. 10-inch Zennia.



616. 9-inch Zennia.



4205. 10-inch Fashion.



4325. 14-inch Sciota.

GLIMPSES OF GLASS HOUSES

THE news that the big tumbler factory at Rochester, Pa., is to again become a producing plant, came as a surprise to the trade.

The Pennsylvania Railroad Company, it was supposed would acquire this valuable land so near Pittsburg on the Ohio adjacent to the mouth of the Beaver River, which latter stream is to be part of the great water system soon to connect Lake Erie with the three rivers at Pittsburg. Current prices for glassware and the lessened demand for bar goods, coupled with the fact that the tumbler works did not in later years yield any revenue to the National Glass Co., made the restarting of the factory seem improbable.

One man alone had firm belief that the works could be profitably run, and in this practical glass man the city of Rochester had supreme confidence. They knew him from boyhood, and his success with the Ellwood City, Pa., Glass Co. won against the predictions of nearly everyone, proved again the fibre of the man. Chas. Runyon, long the superintendent of the old plants, will probably be again making glass next month at Rochester under terms most advantageous to himself. The entire property, which represents an original investment of between six and seven hundred thousand dollars, will be transferred upon receipt of \$208,000, of which all but a small initial cash payment is to be made in annual sums extending over a period of ten years. This includes about eleven acres lying between the Pennsylvania company's tracks and the river front, the latter being extensive. Here are two great series of buildings recently equipped with modern machinery of all kinds. Upon the hill is a water reservoir for the fire system; also several structures, one of them formerly used as a hotel, and several acres of valuable land.

Mr. Runyon agrees to employ 400 men when the plant is running. Mr. Workman, in behalf of the citizens, furnishes \$20,000 in cash to Mr. Runyon, and places \$70,000 worth of bonds as the final inducement in the matter.

The Ellwood City plant will be dismantled and the equipment added to the present one at Rochester. About \$26,000 of book accounts are also to be transferred to the new concern. Full lines of blown goods will be made, including fine stem ware, etched, sand blast, needle-work, etc., besides pressed glass of all kinds. There are said to be many moulds for distinctively new and

good things that have never been used. At this writing (April 14) most of the bonds have been placed, and small doubt exists as to the final consummation of the deal. Glass men most familiar with the history of the plant say that no one save Henry C. Fry ever made a dollar out of the big factory. Just who will be the business and sales manager, and the name of the revived concern are topics of interest. A few Rochester men say that the old name "Rochester Tumbler Works," will prove a "hoo-doo," and "Rochester Glass Co.," has been suggested. This last title touches too closely to that of Mr. Johnson's successful cutting shop, Rochester Cut Glass Co.

Exact facts regarding glass factories can rarely be obtained from local newspapers, as zeal is always greater than their love of accuracy. A Wheeling daily recently said of a colored glass factory in that city, that orders for thirty-six carloads of glass had recently been booked for a St. Louis distributor. This statement was probably correct, but the period of time during which this glassware was to be shipped was not given. The same paper printed an article regarding the idle plants of the different National Glass Co.'s plants which read in part as follows:

"A very important business deal, consummated within the past few days, in the glass manufacturing line, was announced yesterday in commercial circles in this city. It was to the effect that Harry Northwood, head of the Northwood Glass Company, was to be placed in charge of all the old and long-idle plants of the National Glass corporation. New York and St. Louis capitalists are said to be financing the project, and it was reported yesterday to be a "sure go." Operations in at least four plants, long idle, including the Crystal on the Ohio side, will be resumed as soon as possible, and that means that employees must be gotten together and in some instances, repairs made—inevitable after a long period of idleness, which in some of the plants, has extended over more than a year, and in one or two cases eighteen months. It will mean the placing of several thousands of employees at work once more.

"In addition to the matters referred to above, it is understood several other factories which have been largely inactive for a long time, will shortly be placed in operation under the direction of Mr. Northwood, these including a very large plant in Pittsburg.

"The announcement made yesterday was hailed with great satisfaction in trade circles, although, it must be confessed, it was not generally known outside of a few people. What has been stated above, however, may be relied upon."

Mr. Northwood's comment to a *Green Book* representative regarding above was "Forget it." And this was enough to dispose of the rumor,

since Mr. Northwood is always fair and frank in speech. The demand for glassware, while good and even large for some specialties, has nothing in the near future of prices or consumption to justify the restarting of new plants. The revival of the Rochester Tumbler Works involved the abandonment of the Elwood City (Pa.) Glass Co.'s factory.

Since March 1 there has been trouble over the wage scale on lamp chimneys affecting the Swissvale and Jeannette, Pa., branches of the Pittsburg Lamp, Brass & Glass Co.; also the Phoenix Glass Co., Monroe, Pa., and, in fact, all but one of the plants. The strikes were settled on April 8, on a compromise which puts all the manufacturers on the same basis, and by next July will restore in full to the workers the cut of 25 per cent. made a few years ago. The settlement will have the effect of stiffening prices on lamp chimnies which have been very low and variable.

If the pottery schedules are not materially altered in the final tariff bill, German chinaware may be slightly higher hereafter. Owing to the probability of a different and closer interpretation of words "dutiable value" becoming the rule of action, that ware has already advanced a trifle, and the effect will be to give firmer prices on table glassware.

The Mason fruit jar factories that have enjoyed so long a virtual monopoly of the trade, have found an aggressive rival in the Premium Glass Co., of Coffeyville, Kan. The glass cap, simple and perfect seal and wide mouth, have commended the new jar to all who have seen it. The National Bee-keepers' Association have practically adopted it as a honey jar, and jobbers are tumbling over each other to get the new article. Mr. Charles H. Lambie, president of the Findlay Clay Pot Co., gives it a fine send-off in a letter, and he is familiar with all the existing jars. The present plant is to be doubled in size and other factories further north will be built, one of them possibly at Sistersville, W. Va. The Weavers, of East Liverpool, O., are among the more recent investing capitalists in what looks like a good thing. It is rumored that the Hazel-Atlas Glass Co. is willing to take over the Premium Glass Co. plants, but the latter company is not eager for absorption.

Prices of glassware have shown a radical decline for sixty years, except during the Civil War. Of course, improved machinery has been the chief cause during the past decade. The consumption of glassware, however, has not

kept pace with the growth in numbers, wealth and standards of living, as compared with most industries. Pressed tumblers in 1855 were sold at \$2.37½ a dozen; in 1863-4, at \$3.20 and \$3.50; in 1874, at 75 and 80 cents; in 1887, 40 and 50 cents, while at present the price is about 20 cents a dozen.

❧ ❧ ❧

Weston, W. Va.—The new plant of the Bastow Mfg. Co., which was almost totally destroyed by fire on March 19, is now nearly rebuilt. A satisfactory adjustment was made with the insurance companies, and as all the molds and most of the presses were saved, it is expected that glass can be shipped about May 1. Mr. Harry Bastow writes most of their customers have allowed their orders to remain with them. Lighting glassware will, as before, be the chief product of the factory. Special mold work is also a feature to be continued. A complete outfit of new machinery was purchased, and an addition to the main building made to accommodate a large continuous tank which much enlarges the former capacity.

❧ ❧ ❧

Pittsburg, Pa.—The Oriental Glass Co. rarely experience a dull week. Known the country over as the "originators of the ruby stein," they have become also the headquarters of makers of souvenir goods.

All the ten factories of the United States Glass Co. are busy, and none more so than the main plants here. The bank acting as administrator for the late Jas. S. McKelvey, who controlled a majority of the stock of this great concern, has issued a letter to the other stockholders showing the present condition and future prospects of the company. It is a splendid endorsement of the men and methods which prevail at present.

❧ ❧ ❧

Sistersville, W. Va.—An effort is being quietly made to secure a factory here for making the Premium All Glass Fruit Jars, such as are turned out in Coffeyville, Kan.

❧ ❧ ❧

Rochester, Pa.—The Rochester Tumbler Co. will start with a force of over 300 men and two furnaces if it starts at all. Report credits more than 50 per cent. of the new bonds as taken.

❧ ❧ ❧

Moundsville, W. Va.—Three furnaces and one tank are in constant operation. Orders in most departments are excellent.

Wheeling, W. Va.—The old Hobbs, Brockemier & Co. glass house, built in 1862, is again a money-maker. Profits are harder to secure than in the long ago when makers of good flint glass in original shapes and patterns had small competition. The present output is of inexpensive glass, but it is attractive and well marketed. It is said that many men, afterwards active as officers or managers of other glass factories in the Ohio valley district, graduated from the Hobbs concern.

❧ ❧ ❧

Parkersburg, W. Va.—The new factory of the Meyercord-Carter Co., makers of vitrolite milk-white structural glass, assert that they are enjoying a fine trade in the new product. The opal glass is made by a process new to glass makers. Stock sheets are turned out four by twelve feet in size without any noticeable warpage.

❧ ❧ ❧

Williamstown, W. Va.—The iridescent line of specialties made here was the first in the market. Since then, Imperial, of Bellaire, O.; Northwood, of Wheeling, and L. E. Smith Decorating Co., of Jeannette, Pa., have put out somewhat similar lines on the market.

GLINTS FROM GLASS CUTTERS

In certain aspects trade is in a healthier condition than for a twelve months past. No new cutting shops of importance have recently started, and but two have dropped out this year. Prices have stiffened a little under a better order demand, which is noticeable all around, except in the iron and steel district, where the unsettled tariff question has considerable bearing on general business.

The Butterfly pattern, once the rage, has lost its charm to a large extent. Nothing since the first graceful insects were first cut in glass has quite taken their place. Dragon flies and humming-birds are shown effectively by one or two concerns.

Cut glass catalogues and salesmen's sheets are yearly becoming more beautiful and true to the originals. An instance of this is shown in our full page illustration, showing a number of pictures representing new patterns made by a Rochester (Pa.) manufacturer.

Considerable interest has been taken by the trade in articles and advertising appearing in the GREEN BOOK, also in the *Keystone*, regarding the use and abuse of figured blanks. Poor specimens of these blanks were illustrated, and in the advertising of a certain manufacturer the

defects were given as inherent with the blank. To those who only saw the advertisement the article by Stuart Sayre, in the March GREEN BOOK is recommended as giving special information not too well known to all glass cutters.

❧ ❧ ❧

Corning, N. Y.—Business is better here. Hoares, Egginton's and Hunt's cutting shops all report considerable improvement in size of orders.

❧ ❧ ❧

Brooklyn, N. Y.—Thos. Shotton & Co. are running about 300 frames, many of them on the higher grades of glass.

❧ ❧ ❧

Buffalo, N. Y.—The Niagara Cut Glass Co. are now giving much attention to "popular price" lines. Formerly this shop ran almost exclusively to the more costly grades. The factory is open to visitors on each Monday and Wednesday, and encourages the retail trade. W. H. Linford, who for a time sold glass at the old show rooms of the Queen City Cut Glass Co., Goodrich Street, went into bankruptcy a few months ago, and is at least temporarily out of the business. He started the Rock Crystal Glass Co. here and the Windsor Glass Co., at Jamestown, N. Y.

❧ ❧ ❧

Fair Haven, Mass.—Thatcher Bros., who recently failed, were once well known as cutting glass in a way to bring excellent prices for their output, of late years they made no effort to get business, and through extreme conservatism lost their old-time reputation.

❧ ❧ ❧

New Haven, Conn.—W. Tracy Bergem & Co. transferred their shop from here to Meriden, Conn., where it will be merged with that of J. J. Niland & Co.

❧ ❧ ❧

Jeannette, Pa.—The Louis Levien Cut Glass Co. has not been in operation for several weeks, and will not start until a decision is rendered by the judge regarding alleged infringements of the Fry patents on the part of the McKee-Jeannette Glass Co. This is here noted, since some of the trade papers have stated that the cutting shop was actively at work.

❧ ❧ ❧

Sandwich, Mass.—The petition in bankruptcy recently filed against the Alton Mfg. Co., of 99 Warren Street, New York, does not affect the glass plant here, which last month was deeded to Stephen A. Hopkins and H. D. Yeaton, as trustees for C. F. King. Besides the glass



house there are twenty-four tenement houses and about seventy acres of marsh land. The whole property will be sold to satisfy a loan made by the above named gentlemen. The old plant was considerably improved with machinery, etc., in a way to make profitably, so it is claimed, globes, shades, plain, etched and decorated, which found a ready market in the New England States.

Follansbee, W. Va.—The Jefferson Glass Co. is running their fine new plant almost exclusively on Chippendale tableware. The beauty and exclusiveness of the pattern is so well appreciated by the trade that no complaint is heard here about orders or lowness of price.

Newark, O.—Diamond tableware demand keeps the Heisey factory busy day and night. A popular magazine advertising campaign will be soon started to educate the consumer regarding the special merits of glass which readily commands a premium on its trade-mark.

ASK THE GREEN BOOK

(Readers of the "Glass and Pottery World" are invited to send in any questions relating to china, glass and pottery, which will be answered in these pages as soon as practicable. If an immediate or private reply is desired, a stamped self-addressed envelope should be enclosed.)

The GREEN BOOK's appeal to readers in its last issue (March 20) for answers to several questions has brought forth the following:

"Referring to your publication under date of March, 20, just to hand, the writer notes on page 33, several inquiries which remained unanswered, and for which you ask information.

"The writer takes the liberty of suggesting answers for the following,

292—"The inquirer evidently wants copper engraving wheels, and should be able to obtain same by inquiring of any glass engraver of which there are many in your city.

293—"Address wanted, is evidently that of The Geo. A. Ray M'fg Co. of Buffalo, New York.

299—"Article wanted, is probably glass shades to cover figures, clocks, etc., and are made and sold by Nicholas Wapler of New York, and Demuth Bros., Brooklyn, N. Y.

"Very truly yours,
Harry Gabriel."

"Hollub-Gabriel Co. Importers and Jobbers 292-294 Second Street and 610-612 Folsom Street, San Francisco, Cal."

301—*Va.*—"Where Can I buy straws for soda water fountain use?

The paper tube has superseded the old straw. They are made by the M. C. Stone Estate, Washington D. C. National Paper Straw Co., Lisbon, O., and others.

302—*N. Y.*—"I have a novelty to make in china, Terra Cotta or something of that kind. Please suggest a place where they wont charge us too much for the mold or model."

Write the Ferock Studios, Zanesville, O. This is a new concern and ought to make you a very reasonable price.

303—Iowa—"Are the Japs making any regular dishes yet: something like the ware made in Trenton or E. Liverpool?"

Some good, special bowls and plates in underglaze are coming on the market. Several complete pottery machinery outfits have been sent to Japan and it is believed that if proper native clays are not available the potters will probably use those from other countries and compete with American table ware.

304—*Neb.*—"Do any domestic makers of glass such as nappies, salad dishes, pitchers, etc., stamp their goods with their name?"

A. H. Heisey & Co., Newark, O., use a diamond shape mark in which is the letter H and the Jefferson Glass Co., Follansbee, W. Va., use the word Kryso-Tol. The Libbey Glass Co. mark every piece of cut glass with their name.

305—*Mich.*—"Which are the best kind of flower pots for a dealer to handle and where are they made? Does the color cut any figure?"

There are about a dozen potteries giving especial attention to flower pots. Among those catering largely to the trade of crockery dealers are Ransbottom Bros. Roseville, O., and Peters & Reed Pottery Co., So. Zanesville, O. A white pot is made at Ionia in your state, but it is said that the old red pot is better for the plants, possibly because of the iron in the clay. Flowers grow very well in a tin can perhaps for the same reason.

TARIFF INTRICACIES

A Tariff is a simple thing;

It seems surpassing queer

That men so many words should bring

To something that is clear.

In traffic I'm engaged, you see,

And doing very well;

Let all things be entirely free

Save those I have to sell.

Or take it 'round the other way,

And view both sides with care,

That none may have a chance to say

That I have been unfair.

If broadcast duties you impose,

Just be discreet and try

To tax all articles save those

That I'm compelled to buy.

—Washington "Star."

CERAMIC INDUSTRY OF BRAZIL

This branch of industry has only been in existence since 1895, and is represented by three factories. Under the influence of the advanced tariff adopted in 1906, there has been some development of this industry in the finer end, though the bulk of the manufacture is in earthenware, drain pipes, etc.

GATHERED IN GOTHAM

A. N. EISMAN

IMPORT buying for this spring is about over.

It would be stretching the point somewhat to characterize it as thoroughly satisfactory, for the number of visitors was smaller than usual, and the period of time devoted to buying was briefer. But, with all that, the results seem to have given pretty general satisfaction. The Payne tariff bill was undoubtedly responsible for the timidity of many merchants to order with freedom. There is a lot of uncertainty about the eventual construction of the Payne bill. It is likely to undergo more than one surgical operation before it finally enjoys the approval of the men empowered to make it a law, and it is this very uncertainty regarding its ultimate china and glass provisions that has kept many buyers from placing the import orders that they had intended to.

But, while the business written in New York was somewhat below the proportions hoped for, the salesmen on the road seem to have been doing very well. In many cases, too, merchants after getting home have sent in additional demands to the New York houses. Dealers who did not visit us at all this year have also been heard from via the mail route. It would seem, therefore, that the shortness of the actual buying season here and the comparatively small number of arrivals have been compensated to some extent by the activity of business on the road.

✻ ✻ ✻

It would be both difficult and unfair to particularize with regard to the 1909 samples shown at the headquarters of Porcelaines G.D.A., 29 Barclay Street. There is so much that is new, rich and unique to engage attention that one's admiration is aroused by the exhibit as an entirety, rather than because of a few striking features. Still, even in the face of this collection of meritorious creations, the average observer cannot but be impressed more particularly by the apparently endless variety of decorations which clothe the dinner and fancy lines. Take, for illustration, the encrusted gold designs. Not in all New York is there to be found a more extensive, more varied or more radically new series of encrustations than appear in the Porcelaines G.D.A. exhibit. While applied principally to pieces in open stock assortments, these encrusted effects also embellish plates, bouillons and similar items. Less ex-

pensive but quite as fetching in their way are some special border patterns, and also a number of scattered spray conceptions, which are decidedly stylish. The new Venetian shape is garbed in most of the richest of these patterns.

✻ ✻ ✻

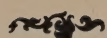
Apparently, there is no greater degree of permanency about the positions held by the highest-salaried buyers in the trade than there is among the less prominent heads of pottery and glass departments. Every one was surprised a few months ago when the announcement was made that Louis S. Hinman had resigned as buyer for Wanamaker. Mr. Hinman was regarded as a fixture for life with that house, but he dispelled the impression by surrendering the post in order to become an importer. Shock No. 2 came with the resignation of Miss Wheaton from the B. Altman & Company department, and the accession of John H. Ling to that coveted berth. Now comes the third of these series of genuine surprises in the retirement of Thomas Hamilton from the management of McCreery & Company's department, and his substitution by Miss Renton, formerly with the O'Neill-Adams Company.

In view of the facility with which these buying celebrities change their positions, it is, of course, not at all surprising that heads of less famous china and glass departments should also be moved to change their bases of activity.

In the last few weeks the following purchasers have acquired new employers: M. Donoghue, formerly with the Henry Siegel Company, Boston, now with Wise, Smith & Company, Hartford, Conn.; R. M. Wright, formerly with the Steinbach Company, Asbury Park, N. J., now with L. M. Blumstein, this city; T. A. McNichol became the buyer for S. Baker & Son, Kingston, N. Y.; J. H. Hollister, formerly with Mitchell & Company, Haverhill, Mass., now with Shepherd & Company, Providence, R. I.; R. W. Wright, formerly with Snyder, Newark, N. J., now with Steinbach Company, Asbury Park, N. J.; William J. Mills, engaged as china and house furnishings buyer for the Great Department Store, Lewiston, Me.; Maurice M. Nathan, formerly with Seavers Bros., Brooklyn, now with S. P. Dunham & Company, Trenton, N. J.

✻ ✻ ✻

It is consoling to note that the number of business failures in the china and kindred



trades during the past few weeks has been smaller than during a similar period for more than a year. The most serious of these financial disasters befell George E. Markham, a crockery dealer in Bay City, Mich., whose liabilities are more than \$13,000 and assets about \$4,000 less. Milton Weintraub, a local dealer in art brass goods, failed for \$7,115, with assets of \$800. Danziger, Magnus & Company, manufacturers' agents for toys, this city, filed a bankruptcy petition with liabilities of \$1,544, and assets of \$341. The S. Steinhauer Company, wholesale dealers in toys, this city, failed for \$8,964, with assets of \$5,854. The Van Maasdyk-Kahn Company, importers of china and metal novelties, and Thatcher Bros., cut glass manufacturers, Fairhaven, Mass., also assigned for the benefit of creditors.



The name "Baccarat Glassware" carries with it a sufficient recommendation of merit. But for the benefit of merchants who may not be conversant with the extensiveness of the line carried by A. Gredelue, the Baccarat representative at 43-51 West Fourth Street, the fact ought perhaps be stated that the display includes a great assortment in fancy goods, pieces for mounting and silver deposit, blanks for cutting, plain, cut and gilt toilet ware, tableware, and electric chandeliers. There is also a special line of light rock crystal.



It will be necessary soon to add another name to the directory of houses in the down-town wholesale district. The new recruit is A. R. Marayatt, who was for a long time European buyer for Charles Broadway Rouss. He is to open a sample room at 65 West Broadway, where china and glass lines will be carried.

This announcement also suggests the thought that there have been other changes recently in "The District." Harry S. Mirrieles, for example, has acquired an additional showroom in the Crockery Exchange building for the exposition of the Manning, Bowman Company's samples; C. B. and J. Warner, manufacturers' agents, have announced their intention to remove from 19 Park Place to 47 Warren Street, and Frankel & Wells, 76 Park Place, have added a line of mirror plateaux to their assortment of samples.



H. S. Lincoln's legion of friends in the trade will regret his decision to dissociate himself from the sale of pottery, after an experience extending over a period of several decades. He

has resigned from the selling staff of Edward Butler, English importer, to become the New York representative of the Novelty Stamping Company, of Bellaire, O.

Other recent changes among salesmen include the transfer of Charles Martin from the management of the Boston salesroom of A. A. Vantine & Company to the road corps of the same concern, with New England and New York State as his territory; the promotion of Fred W. Jones from indoor salesman to road representative of Higgins & Seiter, this city; the appointment of Arthur Harrison as a southern order-booker for the Consolidated Lamp & Glass Company, and the advancement of John Henry to the selling corps of the Maddock Pottery Company, Trenton, N. J.



Deaths in the trade during the past few weeks include the following: Edward G. Ovington, head of Ovington Bros., this city; Loring Lane, crockery dealer, Brooklyn; and William H. Spooner, crockery and glass dealer, Harrisburg, Pa.



Some of the very richest specimens in the way of service plates that have ever come into this market are being shown by Edward Boote, 42 West Broadway. They are from the Cauldon factory, a statement which carries its own story with it. In the same line are also exhibited an assortment of cups and saucers, after dinner coffees and fish and game sets, which deserve the scrutiny of every buyer interested in beautiful goods. The fish and game paintings, while loyal to nature, differ in many essential details from any former reproductions of these popular subjects ever seen in china.



Crouch & Fitzgerald, trunk manufacturers, will, on April 1, move one of their three New York stores from 688 Broadway to 154 Fifth Avenue, northwest corner of 20th Street.

ANOTHER WELLER POTTERY

Harry A. Weller, who has started up a rebuilt pottery on the banks of the Muskingum River, in Zanesville, O., has had a splendid training with his uncle, Samuel A. Weller. His specialty will be jardinieres, umbrella stands, fern dishes, etc., in colored glaze goods, and his shapes and patterns are all distinctively new. He invites correspondence, knowing that his ware and prices will interest close and critical buyers.

WALKS AND TALKS WITH DEALERS

THE importers and manufacturers say that trade has been quieter with them during the past few weeks than it was earlier in the season. Doubtless the evident determination of the President and the wise law-makers to get the tariff question promptly settled has curtailed orders a little since dealers were disposed to await the final and near-at-hand adjustment of matters.

The retail trade, as seen or heard from, has been excellent, except in those districts affected by the iron and steel industry.

Reports from a dozen different States and some personal interviews are much alike in saying that retail trade has been unexpectedly modest since Easter. Fortunately, few buyers regard it as more than a passing condition due, probably, to a feeling that the new tariff bill will reduce prices on numerous articles, and the women are not in a buying mood.

Quietness gives the managers and merchants a chance to catch up the loose ends. One retailer said that he was putting in spare time in a systematic attempt to regain old customers, or, at least, to revise his mailing list records up to date. Last year, by similar methods, he had gotten back 40 per cent. of lost customers, and by adjusting trifling misunderstandings, and in some cases merely by saying that he appreciated their trade, and desired its continuance, had materially helped his sales. Of course, many were lost by removal to other cities, but even of those, he secured a few as good mail order customers. In several instances good customers had been lost because claims had not been allowed or were not settled amicably and the merchant had known nothing about the matter until he saw the disgruntled woman, or heard from her in a way which rendered a polite apology desirable. Frequently it was an assumed social affront: the dealer's wife had failed to speak to the former customer, or some other outside cause turned the buying elsewhere. He added, "The reasons were often absurd, and at first I was inclined to laugh or get wrathful, but I did not, and here's the concrete result of hustling and good feeling on my part, at least." The list he gave me contained a record of customers' ledger account purchases for two years prior to losing them, and the business done since the family were brought back to the store.

His plan was a good one, and could be profitably adopted anywhere. But it's the new trade

secured and kept that counts most in merchandising. Of course, you advertise, and the most successful managers of china and glass departments are gradually getting an appropriation for advertising aside from the big bargain page shrieks for help from the public. Quality goods should often receive special newspaper publicity all its own and independent of the regular ads. It is done successfully on fine china, cut glass, etc.

Unauthorized purchases in the names of charge customers have become so frequent in the larger stores that it is found necessary to request identification when goods charged are taken by the purchaser. In a recent case familiar to the writer, the credit desk was visited by a prominent business man who requested that a memorandum of value of goods bought and the name of the purchaser be sent direct to his office in each instance when members of his family bought goods in his name. These matters are noted as the charge accounts of china and glass for most families with fair incomes is becoming larger. More kinds of glass, china, etc., for table use or adornment are constantly added. Vases for each variety of flowers are now "the thing." Such enlargement of the field is conducive to comfort all around. It's a form of reasonable extravagance more commendable than over-lavish expense for fleeting floral decorations and very costly wines. The things of beauty described as "joys forever" are most often found in creations of clay or glass.

* * *

Buffalo, N. Y.—Segrist Co., at 489 Washington Street, represent a half interest in the Buffalo house of L. Barth & Son, located in New York, Philadelphia and Boston. The store, established less than a year ago, carries a large stock of china, glass, silver, etc., for hotels, restaurants, dining cars, clubs, steamships, etc. Mr. M. Segrist has been twenty-three years in the china and glass business, much of the time as manager of the crockery department of Walbridge & Co., this city. Trade has been excellent ever since the store opened. His sales to lake marine boats are very extensive. The long line of Deldare ware specialties, rail plates, jugs, blue willow ware, etc., made by the Buffalo Pottery Co., is a leading feature.

Some forty different open stock dinner patterns from the Buffalo Pottery are displayed in the stores of this city.

Cleveland, O.—The Cowell & Hubbard Co. are now the local agents for Deldare ware. Some of the large new punch bowls, dresser sets, etc., are especially meritorious.

CERAMIC PREMIUMS IN RETAIL TRADE

IN discussing the question of the effect on the pottery and glass trades of premiums given by retailers, *Die Porzellan-und Glas-Handlung* remarks that the very attractiveness of fine ceramic ware proves a disadvantage in one respect. Just because these articles have a special charm for the female customer, department stores use them to entice trade in other lines. Thus, the "economical" housekeeper has only to diligently drink bad coffee, or to use a certain mark of margarine butter, in order to get in the course of time a coffee service or other household ware. It is pertinently remarked that:

"The more this abuse increases, the more does the regular porcelain trade suffer. Not only does it directly lose an appreciable part of its business, but ceramic products lose caste in the eyes of the public. Things which are openly given away, cannot be rightly esteemed. This is perhaps the worst injury this modern form of advertising inflicts upon the legitimate distribution and the manufacture of porcelain."

The Bochum Chamber of Commerce, in addressing the German Minister of Commerce, points out the various circumstances of the case; laying stress on the low quality of goods thus distributed. Finally a recommendation is made that in the proposed new law for repressing unlawful competition, the following provision should be included:

"It is prohibited in public announcements to promise gifts or premiums of any kind of merchandise. Rebates or discounts must only be in cash."

Letters from dealers regarding the influence of china and glassware used as premiums upon the regular crockery trade bring out few new points beyond those published last month representative of many States, and covering the exclusive china store view-point, the jobber and the department store buyer. Here follow a few, however, that may suggest a new line of thought. The problem is interesting. As yet there have been no remedies suggested that would check a business that the majority of

the dealers declare prejudicial to the best and permanent interests of the regular china and glass merchants.

"Your favor inquiring as to effect of gift china and glass on our business was duly received. As our stock is mostly in the finer grade, we do not think we are affected by it.

"WRIGHT, TYNDALE & VAN RODEN."
(Exclusive China Store.)

Philadelphia, April 16, 1909.

"I have carefully considered your inquiry asking our opinion if the use of premiums in the higher grades of goods such as china, cut glass, etc., by tea stores and others would have a material effect in curtailing the sales of this class of goods by legitimate crockery dealers. In the judgment of the writer, the premium business has largely affected not alone the sales on this class of goods, but also helps to lower the value of these goods in the estimation of the consumer. It is easy to understand that any woman who apparently in her mind receives an article of this class that she calls free, would not appreciate it near as much as if the original value was retained thereon and a fair price was paid to a legitimate dealer for the same. Through our salesmen we have heard a great many complaints in this direction, and their experience goes largely to bear out the above expressed opinion.

THE ICHENHAUSER Co.,
"By Silas Ichenhauser, Pres't."

Evansville, Ind., March 24, 1909. Jobbers.

"We consider the growing use of premiums of expensive china and cut glass a necessary evil that is beyond the control of the legitimate dealer, and is something that can only be remedied by time and experience.

"C. E. WHEELOCK & Co.,
Importers and Jobbers.

Peoria, Ill.

"We do not find that the use of premiums in china and glass is growing in our vicinity, or making any difference in our trade. Our sales for January and February this year show a gain of 20 per cent. over those months in 1908, and nearly double the record of 1907.

"D. HEENAN MERCANTILE Co."

Streator, Ill., March 24, 1909.

DEATHS OF OLD CERAMIC AND CHEMICAL EXPERTS

Dr. K. Sarnow, who from 1873 to 1883, had been in charge of the operations of the Berlin Royal Porcelain Factory, lately died at the age of 67. During his connection with the Berlin factory he co-operated with Seger, the well-known expert, particularly in experiments with colored glazes. Since 1883, he had been with the Tar and Petroleum Syndicate of Berlin.

At the ripe age of 83, Professor Julius Thomsen, identified with the introduction and development of kryolith, the valuable Greenland mineral, has passed away. Up to the time of his death he had been at the head of the Kryolith Syndicate.



ANIMAL LIFE EXPRESSED IN PORCELAIN

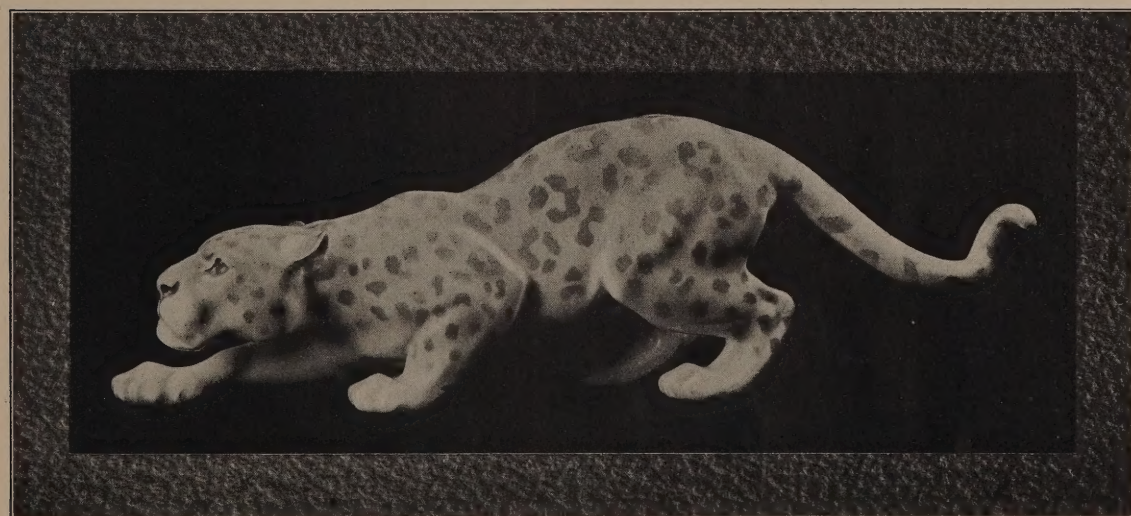
CLEVER REPRODUCTIONS THAT WILL APPEAL STRONGLY TO LOVERS OF ANIMALS

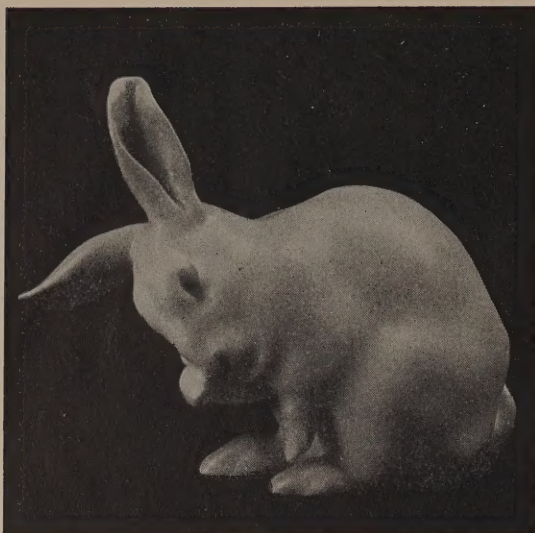
BY JAMES LE FEVRE

ALMOST every form of art seeks expression in the domain of real life. The ancient art of the potter is no exception, and from the earliest times up to the present day we find evidences of man's natural desire to mould in plastic material living forms. It remained for the potter to so treat this material that it might defy the effects of time. And so we have had handed down to us large and small examples of this art from even prehistoric times. Many of them, although in a perfect state of preservation, show only the crudest semblance to the human figure, or carry only the idea of a biped or quadruped which might as well pass under any one or another of the names desig-

nating the unnumbered species of animal life. But these crude yet laudable efforts were only a beginning, and the end is not yet.

Progress has marked this branch of the pottery industry until it invites the art critic's attention with the conviction that here he will find a field worthy of his study and admiration. The modern manner of producing figures in porcelain is as much an art as is the production of an oil painting on canvas, or the sculpture in marble or bronze. The models which are used in some of the best porcelain works, those making a specialty of animal figures, for instance, are made by men and women of the highest cultivation in the world of art, and





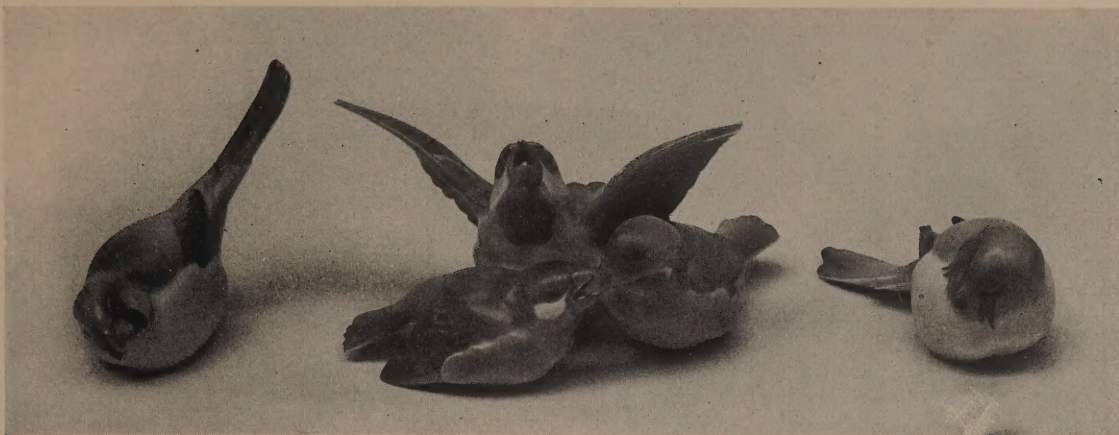
their works are criticized and selected with the same care as is exercised in the selection of a painting for a grand salon exhibition. These modelers work from life, and make a lifelong study of their special subjects; some will concentrate their attention upon the anatomy, habits and postures of wild animals; some will devote themselves to domestic animals, while others will spend their entire time in interpreting only the feathered creatures. One man models nothing but lions, another only ducks, and so on.

Some of the best figure work to be found expressed in porcelain comes from the factories

in Copenhagen, Denmark. The products of the factory of Bing & Grøndahls, for example, offer a wide selection of subjects interpreted in masterly manner. They have been supplying the European markets for the past fifty-five years, and their work has attained such a position in the world of art that this factory has recently received the high honor of being appointed by Royal Warrant, Porcelain Makers to Her Majesty, Queen Alexandra of England.

The domestic and tameable animals are taken to the studios at the works where they are modeled, while the wild animals are visited and studied in the principal zoos of Europe by





the artists, with the result of lifelike and accurate reproductions very different from the cheaper imitations from other countries.

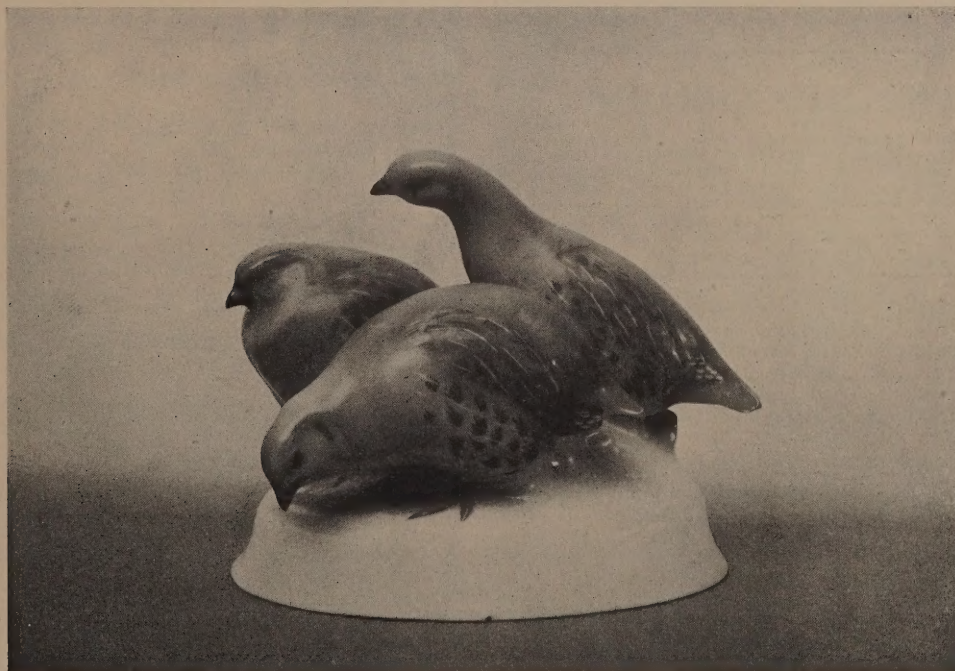
The color markings are strongly suggestive of the subjects, and are applied under a transparent glaze, making them easy objects of household cleanliness.

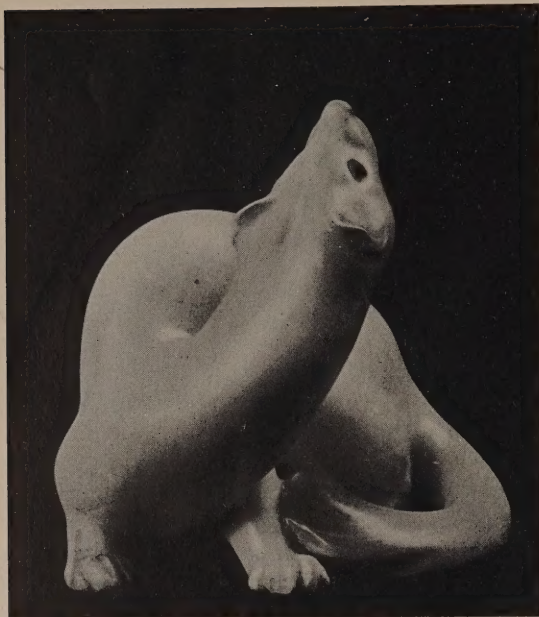
There are many people in our Eastern cities who make it a point to have in their possession an entire collection of these animals, birds and fishes, adding the new subjects as fast as they are put upon the market.

The subjects shown in our illustrations are from a New York collection produced by Bing & Gröndahls. The wonderful range of subjects, most of which may be seen at the American agency of Frank W. Jenkins & Co., 42 Park Place, covers all kinds of domestic animals,

as well as wild beasts of the jungle, birds of the air, and fish of the sea; and it is marvelous to see the accuracy with which the anatomy, expression and tone of the subjects are reproduced. Look at the lion and lioness represented in the headpiece of this article. These figures show none of the faults of the 'prentice-hand, nor the shortcomings of the tyro modeler. They are perfect in their noble pose and anatomical treatment. The tiger, illustrated on the same page, seems almost ready to take the next step in his stealthy tread, so lifelike is the figure modeled in crouching position. The figures of the rabbit, dog, duckling, monkey, etc., are likewise not only true to nature in form, but true also to life in their characteristic pose.

To collectors of pottery and lovers of animals these reproductions will appeal strongly.





Of course, these objects are not to be sold for a farthing—good work cannot be obtained for nothing—but many pieces, if properly displayed, should sell to an ordinarily good class of trade with a large margin of profit, the retail prices of the different subjects ranging from three or four dollars up to a hundred or more.

Beside the animal subjects, very interesting single pieces and groups of human figures are produced, embracing almost every phase of human sentiment, occupation and development. I hope in some future number of POTTERY AND GLASS to interest the readers in them.

WANT COLUMN

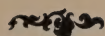
Subscribers may insert want advertisements, such as may be approved by the publishers, in POTTERY AND GLASS, twice during the subscription year *free of charge*. Advertisements will be accepted from non-subscribers at 25 cents a line, one time, or 20 cents a line for two or more insertions. Minimum rate, \$1.50 per insertion. Subscribers are entitled to a flat rate of 20 cents per line for third and other insertions. Copy for this department must be received not later than the 10th of the month.

FOR SALE—Nine 100 Chamber (double) Filter presses with pressure gauge. Three Blunger Tanks, round ends, 5 feet high by 10' 2" long by 6' 6" wide. All Crossley Mfg. Co.'s make and in good condition. They will be sold at a reasonable price. For further details address ATLANTIC TERRA COTTA CO., 1170 Broadway, New York.

FOR SALE—Crockery, glass, lamp and art pottery business, at Ithaca, N. Y. Population 14,000. One of the most beautiful cities in the state. Home of Cornell University, with 3,000 students. Large store situated on the best business block in the city. Plenty of room to add other lines if desired. Ten year lease with very moderate rent will be transferred with business. Address CROCKERY AND GLASS, Lock Box 434, Ithaca, N. Y.

ADVERTISERS' DIRECTORY

Akron Varnish Co.	214
American Industries.	210
Bawo & Dotter	158
Boote, Ed.	163
Brewer Press.	217
Bristol Co.	160
Buffalo Pottery Co.	166
Business Aid	210
Cambridge Art Pottery Co.	216
Cambridge Glass Co.	214
Central Glass Works.	215
Cherry, F. L. Co.	160
Chicago Cut Glass Co.	Inside Back Cover
Connecticut Trading Co.	219
Crooksville China Co.	214
Dixon, H. L. Co.	220
Drakenfeld, B. F. & Co.	220
Duncan & Miller Glass Co.	159
Empire Cut Glass Co.	213
Eygabroat-Ryon Co.	163
Fletcher, Robert & Son	162
Fostoria Glass Co.	Back Cover
Frink Pyrometer Co.	209
Fry H. C. (The) Co.	213
Fullwood Cut Glass Co.	209
Garnsey, M. V.	Inside Back Cover
Gillender & Sons	Front Cover
Gredelue, A.	215
Hanovia Chemical & Mfg. Co.	Inside Back Cover
Harshaw Fuller & Goodwin Co.	164
Harvey, I. R.	214
Haviland & Co.	157
Haviland, Theo. & Cie	217
Heisey, A. H. & Co., Inc.	161
Hinde & Dauch Paper Co.	Inside Back Cover
Ideal Cut Glass Co.	162
Iroquois China Co.	218
Keramic Studio Pub. Co.	216
Libbey Cut Glass Co.	Inside Front Cover
McCoy, J. W. Pottery Co.	164
McNicol, D. E. Pottery Co.	162
Mason, F. G.	216
Mayer Pottery Co.	160
Notman, A. H. & Co.	164
Oriental Glass Co.	217
Paper Makers Chemical Co.	220
Paroutaud & Watson	209
Patterson Foundry & Machine Co.	160
Penna. Salt Mfg. Co.	220
Peters & Reed Pottery. Co.	Inside Back Cover
Porcelaines G. D. A.	212
Rawsthorne Engraving Co. Robt.	209
Reusche & Co. L.	158
Roessler & Hasslacher Chemical Co.	220
Shenango Pottery Co.	214
Skinner & Son, W.	160
Stadler Photo. Co.	158
Stillman Safety Lamp Co.	158
Thomas, L. S.	212
Turner, J. Spencer Co.	218
Union Porcelain Works	211
Unique Art Glass & Metal Co.	210
United States Press Clipping Bureau	216
Venon, J. H.	215
Warner-Keffer China Co.	212
Warwick China Co.	216
Weller Pottery, H. A.	218
Weller, S. A.	163
Wengers, Ltd.	210
Wilson & Mitchell	210
Zanesville-Crooksville Sales Co.	159



MARK
ON WHITE
J.P.
L.
FRANCE

Pouyat Porcelaine

MARK ON DECOR.



Profit
Producer of the
Present
Period.
Progressive always.

PAROUTAUD & WATSON

PLACE OF BUSINESS:

37 and 39 Murray Street, New York

Does your ware craze, run, swell or melt down?
The English say that there is a glaze for every
body.

We say there is a temperature for every glaze,
and if you will use a

FRINK PYROMETER AND STACK DRAFT REGULATOR
you will prove it and save money.

Does your color burn out and your furnace
cost too much to run or do you get bad
melts, MR. GLASS MAN? If so ask us
and let us show you.

244½ N. 3rd St.

THE FRINK PYROMETER CO., COLUMBUS, OHIO

We may not be the cheapest but we dispense SATISFACTION
and that means WE ARE THE BEST.

ROBT. RAWSTHORNE
ENGRAVING CO.

ARROTT POWER BLDG
Nº3 BARKER PLACE
PITTSBURG, PA.

ZINC HALF TONE WOOD

CATALOGUES ILLUSTRATED & PRINTED IN ONE OR MORE COLORS



REALLY DIFFERENT

from all else shown the dealer are

The Norman and University Patterns

new we offer the glass at a small
manufacturing profit. You can
obtain a round profit on such
original creations. : : : : :

Both lines mark a radical
departure in glass
cutting and represent
a quality unsurpassed.
Because our name is

Fullwood Cut Glass Company

"CUTTERS OF DISTINCTIVE THINGS."

12th and Buttonwood Sts., PHILADELPHIA



Founded 1810

WILSON MITCHELL

605-607-609 North Front St., Philadelphia

Importer, Mfg. Dealer in M. F. and H. M.

Glass Cutters' Stones

Craigleith, Blue Mitre, etc., Black Diamonds, Putty, Pumice, Woods, etc. Send for List No. 3C.

A Business Proposition Pure and Simple WHY?

Because American Industries is the Business Man's Magazine and the official organ of the National Association of Manufacturers.

It has a 20,000 circulation, semi-monthly, and every paper goes to a Business Man.

If you wish to reach this class of people you can do it with Less Cost and More Effectively through **AMERICAN INDUSTRIES** than by any other paper.

Write for Advertising Rates and copy of paper.

American Industries

813 Maiden Lane Building

NEW YORK CITY



KERAMIC STUDIO. A Monthly Magazine devoted to the subjects of China Decorating, Pottery and Allied Crafts. Size, 11x14 ins.; pages, 32; Price, \$4.00 the year, postpaid to any part of the world.

PALETTE & BENCH. A practical monthly magazine for the art student and craftsman. Size, 11x14, pages, 32; Price \$4.00. First number Oct. 1908. A color study each month for oil and water colors.

GRAND FEU CERAMICS. A Practical Treatise on the Making of Hard Porcelain, decorated with High Temperature Glazes, by TAXILE DOAT, of the Manufacture of Sevres, France. Translated by S. ROBINEAU. Octavo, 208 pages, fully illustrated and with colored frontispiece. Send for prospectus. (This book sent on approval. Postpaid, \$5.00)

THE SECOND ROSE BOOK. For the China Decorator and Water Color Painter. The Rose Book, containing some of the best rose studies and designs published in Ceramic Studio. \$3.00 net, postpaid. Size, 11x14 ins. No. of pages, 48; eleven color inserts. The Fruit Book is out of print.

THE FRUIT BOOK. For the China Decorator and Water Color Painter. The Fruit Book, containing some of the best fruit studies and designs published in Ceramic Studio. \$3.00 net, postpaid, size, 11x14 ins. Number of pages, 48; color inserts.

THE CLASS ROOM. A new book for the teacher and student of Ceramic Art. In preparation.

Also Selling Agents for the Following Books by Edwin Atlee Barber, A. M. Ph. D. **AMERICAN GLASSWARE, OLD AND NEW.** A Manual for Collectors, 16mo. \$1.00 postpaid.

ANGLO-AMERICAN POTTERY. Old English China with American views. 12mo. \$2.00 postpaid.

MARKS OF AMERICAN POTTERS. With facsimiles of 1,000 marks and illustrations of rare examples of American wares. 12mo, \$2.25, postpaid.

KERAMIC STUDIO PUBLISHING COMPANY Syracuse, New York

PROPRIETOR OR CLERK

Which is it with you now, and which is it to be later? A good deal more than ever before is required now of a business man to hold his place. And vastly more is required of a clerk who is to become a proprietor. Wishing, or the like, won't put or keep one in the lead.

Business knowledge, correct ideas and methods are indispensable. How is one to acquire these? To a great extent the quickest, easiest, and best way is through the right kind of reading, which wants to be very broad.

Condensed business-world information, points on how to do things, advertising, etc., with hints gathered from recent costly litigation brought to settle business rules and practice is to be had, in a nutshell, in the magazine "BUSINESS AID."

Now, if you are in dead earnest—really want every advantage open to you, send 25 cents to-day for a three months trial subscription. Address "BUSINESS AID," 112 Clark St., Chicago, Ill.

Unique Art Glass and Metal Company

Electric and Gas Portables, Hanging Electric and Gas Dining Room Fixtures in beautiful art effects. Bent and Mosaic Glass. :: ::

Factory 105-107 Vanderveer Street,
BROOKLYN

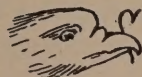
Show Room 46 Park Place,
NEW YORK

Send for Catalogue



UNION PORCELAIN WORKS

Mark on
White
U.P.W.



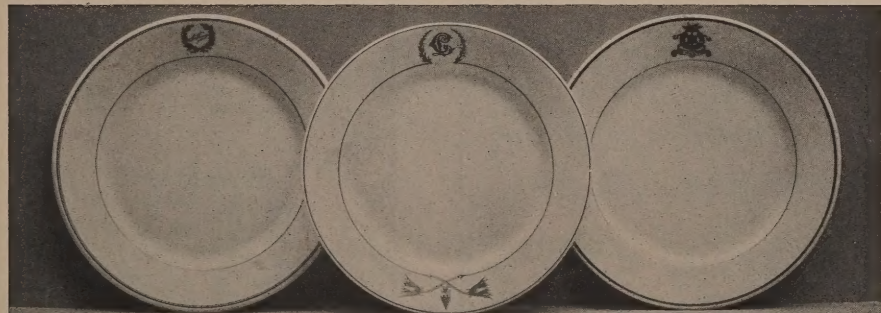
The entire product of our Works is **True Hard Porcelain**, known in this country as **French China**. We are the **only makers** in America of this class of Table Ware.

The Advantages of Buying our Ware
in Preference to Imported Ware are

**BETTER PRICES and
PROMPT DELIVERY**

Mark on
Decorated

UNION
PORCELAIN
WORKS
N.Y.



We make a full line of Tableware in Roll Edge, half thick and thick

High Grade Tableware for Hotels, Clubs and Restaurants

Valuable suggestions from many American Hotels have enabled us to adapt shapes and meet the wants of Hotels, Clubs and Cafes. We decorate with **Crest, Monogram, Name**, or other special designs at favorable prices. Investigate what we have before placing your order

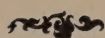
✉ TO DEALERS—Send for our fully ILLUSTRATED CATALOGUE of styles and prices.

UNION PORCELAIN WORKS

Established 1860

Borough of Brooklyn, City of New York

Sample Rooms in Factory, Eckford and Oakland Streets, near Greenpoint Ave., Brooklyn
only 15 minutes from New York, via East 23d Street Ferry



Here is Prestige and Profit ^{for} the Dealer

“Flometa”

New

Underglaze

Decorations



“Flometa”

New

Underglaze

Decorations

☞ In shapes, patterns and color treatments absolutely new in American Semi-Porcelain ware. Designs exclusive—representing water and wooded scenes, grapes, mushrooms, etc., with back-ground of monotone tints, shades of the most delicate hues.
☞ This new process of decoration in Dinner Sets or open stock we offer the trade at a price which permits a profit far beyond that obtained on any foreign or domestic lines. Get in touch with us at once. Mention GREEN BOOK.

A full line of samples may be seen at our New York Showrooms, 32 Park Place, in charge of RICHARD KOHN

THE WARNER-KEFFER CHINA COMPANY, East Liverpool, Ohio

Porcelaines G D A

Société Anonyme, Capital 1500000 Frs.

LIMOGES, FRANCE

THE “GDA”
LimogesChina
Formerly known as

THE
CH. FIELD HAVILAND
LIMOGES CHINA
is now marked

ON WHITEWARE

GDA
FRANCE

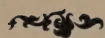
ON DECORATED

OR



New York Office, 29 Barclay Street

FREE Most favored harbor
on Columbia River.
Natural deep channel
—no Dredging—no Ice—no Floods
FACTORY 60 miles
from
Ocean
Same freight rates Seattle and Port-
land. Unlimited
SITES raw material—var-
ied timber resour-
ces. Furniture, Finish and Pulp
Woods—finest Pottery Clay. Ideal
location for manufactures. No “hot
RAINIER air” schemes
will be con-
sidered. For
more detailed information write to
OREGON L.S. THOMAS
RAINIER
OREGON



EXAMINE FRY CUT GLASS COMPARE IT TO ANY OTHER

Send for our catalogue or booklet; you will
be surprised at the exceptional value—a truly
well selected line of the best quality : :

Fry Glass Speaks For Itself

H. C. FRY GLASS COMPANY
ROCHESTER, PA.

Empire Cut Glass Company

BEST IN QUALITY

FLEMINGTON N. J.

A Justification of the RIGHT VALUE

SEE OUR BEAUTIFUL LINE

66 MURRAY ST., NEW YORK

NOTICE We have given the trade an honest value in real cut glass, consequently we have one of the largest and best equipped cutting shops in the world. Every piece that we send out is good value, cut from the best blanks made, and finished by expert workmen.
We don't advertise extensively, we don't travel many salesman because our customers continue to duplicate orders—CAN WE HAVE YOURS?

Empire Cut Glass Company

HOTEL CHINA Absolutely Vitrified

Standard Shapes, Plain and Decorated

After three years of experiment, we are prepared to make prompt deliveries of a line of strong, perfect Hotel China and give control in certain sections. Send for price lists and particulars of SHENANGO CHINA to the

Shenango Pottery Company

 **Best Shipping Facilities
In America**

New Castle, Pa.



Manufacturers of Potters' Dressing Irons, also Jolly Tools, Saggar Punches, Saggar Dressers, Packing Paddles, Saggar Clay Cutters, I. R. HARVEY, Beaver Falls, Pa.

MR. POTTERY MANAGER:

YOU can save from 15 to 25% on your Decal. Varnish by corresponding with us and get an article which meets every requirement of the case. Many of the largest and most successful plants are "on" to this and have placed new contracts for 1909. Why pay for a name? "Nothing better produced," is the verdict of all Decorators who have tested our varnish.

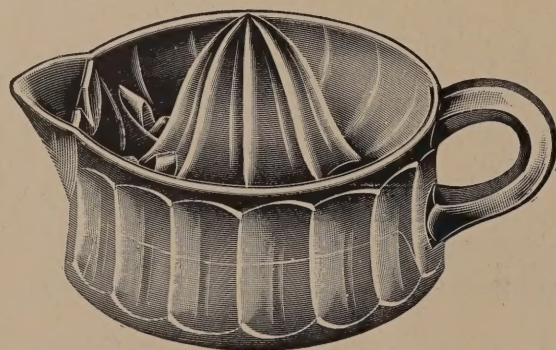
AKRON VARNISH CO., AKRON, O.

BENNETT'S PATENT

Lemon Juice Extractor

Simple, Sensible and Sanitary

SELLS ON SIGHT



The Cambridge Glass Co.

CAMBRIDGE, O.

N. Y. Office
25 W. Broadway
WM. DEALING, Manager

Dependable Ware Specialties that Pull

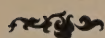
Our specialties for 1909 in semi-porcelain, made right, light, and white, are unusually attractive in beauty of decorative treatment. Many things not obtainable elsewhere like our Special CAL-ENDER PLATE; unique in design, appealing to buyers who are weary of the old kinds.

DRESSER SETS, SALAD BOWLS, NUT SETS, PLAQUES, CAKE SETS, ETC.

Dinner ware in shapes and patterns that sell quickly, constantly in stock. Matchings promptly supplied. Correspondence invited.

THE CROOKSVILLE CHINA CO.
CROOKSVILLE, OHIO

CHICAGO OFFICE
152-158 E. Lake Street
J. E. BORING Mngr.



A. Grevelue

43-51 West Fourth Street
Corner Washington Square, New York

BACCARAT GLASSWARE

Table Glassware of Every Kind.
Great Assortment in Fancy
Goods.

Toilet Ware, plain, cut and gilt.
Goods for Mounting and Silver
Deposit.

Crystal and Bronze Electric
Chandeliers.

Special line of Light Rock Crystal.
Blanks for cutting.

Martin China

LIMOGES, FRANCE

Kornilow China

ST. PETERSBURG, RUSSIA

Royal Gustafsberg China

STOCKHOLM, SWEDEN

J. H. Venon

Sole Agent for North America

45-51 WEST 4TH ST. NEW YORK
Cor. Washington Square



Real Quality that YOU can sell at *Right Prices*

The best selling lines manufactured in America:—Lead Blown
Stemware and Tumblers, Blown Table Ware, Plain, Cut,
Needle Etched, Gold Banded, or White Enameled Decorated.

*Send for Illustrated Catalogue and
Special Information*

We make a Special Study of the Art and Execution of Mono-
gram and Crest Etching in Original Designs for Hotels and Clubs

OUR MOTTO—Prompt Shipments and Quality

LINES ON DISPLAY AT THE FOLLOWING OFFICES:

NEW YORK—A. P. Doctor, 66 West Broadway

PHILA.—Thomas Downs, Jr., 610 Denckla Bldg.

BOSTON—L. A. Fletcher, 157 Federal St.

CINCINNATI—Thomas M. Lewis, 437 Main St.

CHICAGO—H. E. Waddell, 160 Washington St.

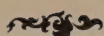
DENVER—Bersback, Maloney & Co., 1517 Lawrence St.

BALTIMORE—Green & Thomas, 33 S. Charles St.

SAN FRANCISCO—Himmelstern Bros., 718 Mission St.

Central Glass Works

Wheeling, West Virginia.



GUERNSEY COOKING WARE

CASSEROLES, BAKERS, WELSH RABBIT
DISHES, etc. Prices compatible with the

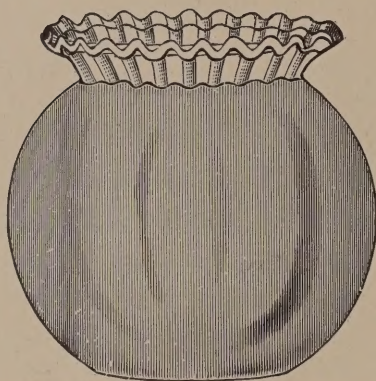
QUALITY OF "GUERNSEY"

Which for Durability, Finish and Design has at-
tained the *leadership* in competition with the finest
imported ware. Let us acquaint you with its merits

The Cambridge Art Pottery Co.
CAMBRIDGE, OHIO, U. S. A.

FISH GLOBE

Corrugated Edge



Fish Globes, Cake Covers, Aquariums

SEND FOR PRICES

James J. Murray & Co.

MURRAY FLINT GLASS WORKS

Trenton Avenue, Collins and Westmoreland Streets
PHILADELPHIA

F. Q. MASON

Successor to THE MASON COLOR CO.

Manufacturer of

Colors for Decorating China, Porce-
lain, Glass and Enameling
Iron and Steel

Samples and Prices on Application

East Liverpool, Ohio

DID YOU EVER USE PRESS CLIPPINGS?

Do you want everything printed in the newspaper, mag-
azine and trade press of the United States and Canada on
any particular subject?

Send us your order describing what you want us to clip,
enclose \$3.00, and we will send you our service for one
month, mailing you daily or weekly all clippings found
on your topic.

We read and clip about 25,000 publications each month. .
MANUFACTURERS can learn where there is a market
for their goods, and how best to reach it.

BUSINESS MEN can obtain reliable tips which lead to
business brought in on the follow-up plan.

ANYONE can gather all that is printed about matters of
immediate interest, the latest and best thought from
many sources.

UNITED STATES PRESS CLIPPING BUREAU
1334 Republic Bldg., Chicago, U. S. A.

Send for our booklet.

THE HOME OF

Ioga Novelties

WE OFFER FOR 1909 four new and distinctive lines, away
from anything we have ever had in the past, and will surely
meet with the approval of the shrewd buyers.

Eighty shapes in Vases artistically blended in Tans and Greens
with Chestnut Burrs, Acorns, Pine Cones and Hazel Nuts
instead of the old floral designs, and in a Semi-Matt velvety
finish. You ought to see our solid Matt Green line before
placing orders elsewhere.

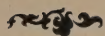
We have added to our line of Dinner Ware Eight New and
Exclusive patterns that will be trade winners.

Our representatives will call on you soon.

Wait and see the new lines.

WARWICK CHINA CO.

WHEELING, W. VA.



NOTE THE NAME

THEODORE

on the Stamp and

AVOID IMITATIONS

The most popular brand of French China is

THEODORE HAVILAND

La Porcelaine Theodore Haviland

LIMOGES, FRANCE

THEODORE HAVILAND & CIE

25 MURRAY STREET, NEW YORK CITY

The Brewer Press

88 Gold Street

New York City

PRINTING FOR
PARTICULAR
† POTTERY
PEOPLE



HALF-TONE AND COLOR WORK

BY

MODERN MEN AND
YOUNG MACHINERY

† This line *slipped*—to attract your attention

Ruby-Gold

Ruby and Gold

ORIGINATORS
IN AMERICA
OF

ORIENTAL GLASS

Decorated Ivory and Opal

Souvenir Assortment Lettered any place or resort

THE ORIENTAL GLASS CO.
SO. 8TH & SARAH STS. PITTSBURG PA.



Vitrified Hotel China Ware

In White and Underglaze Decorations.



Thin, Half Thick and Rolled Edge.



Standard and special shapes.



Decorations are applied with a quiet elegance which satisfies the most critical buyers.



A new plant and management ensures prompt shipments. Monogram and Crest work for both dinner and hotel ware are special features with us.

CORRESPONDENCE INVITED.

In quality, strength and service the Iroquois China has no superior.

IROQUOIS CHINA COMPANY
SYRACUSE, N. Y.

New Concern Old Experience

Jardiniers
Pedestals
Fern Dishes
Umbrella Stands
Etc.

In Mat Green that is unsurpassed in softness and delicacy of color, also colored glaze effects that are strikingly new.

Shapes and decorations will remind you of the others—because so different. No old chestnuts here. Every shape modeled by an artist with true conceptions of real beauty. Goods that please, pay.

H. A. WELLER POTTERY
ZANESVILLE ————— OHIO

Cotton Duck

and

Twills

for

Filtering Purposes

Manufactured by

CONSOLIDATED COTTON DUCK CO.

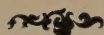
J. Spencer Turner Co.

Sole Selling Agent

86-88 Worth Street, New York, N.Y.

Chicago, Ill.
St. Louis, Mo.
Boston, Mass.

Philadelphia, Pa.
San Francisco, Cal.
London, Eng.



THE NEW AMERICAN

CONTRACO

TRADE MARK REGISTERED

KEROSENE INCANDESCENT MANTLE LAMP

U. S. PATENT NO. 426174

has met with universal favor. Repeating orders increase with every mail. Both the trade and the consumer recognize its practicability and superiority. It works perfectly in high altitudes where others fail.

Only six months in the field and outselling all others combined.

Less liable to smoke, less affected by draughts, less parts, less wear, less expense to maintain, less trouble, less care, more perfect in design, construction, workmanship, operation and durability than any other kerosene lamp or burner in existence.

**CONSUMES 1 QUART
OIL IN TWENTY
HOURS**

**NO SOLDERED PARTS
TO MELT**

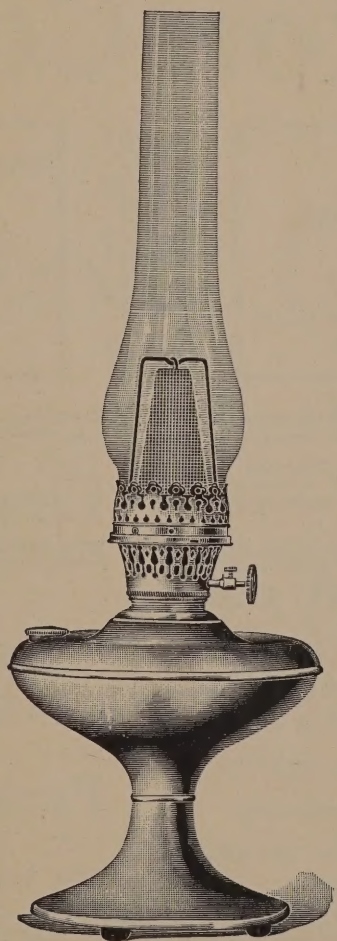
**This Lamp is Positive in Action,
Excelling In Every Detail.**

It is furnished only with the highest grade German Mantles, in sealed boxes, stamped

"CONTRACO"

with double wire mantle support, insuring perfect adjustment. These mantles can be used on any kerosene mantle burner. They will give more light and last longer than any other make. They are patented in Germany and imported exclusively by us.

"THE BEST IS THE CHEAPEST"



**COLONIAL DESIGN
TABLE LAMP**

OLD ENGLISH POL. BRASS
OR JAPANESE BRONZE
COMPLETE WITH SHADE RING

**GIVES 100 ACTUAL
CANDLE POWER
LIGHT**

**TAKES A REGULAR 12-in.
STOCK CHIMNEY**

This lamp is constructed on the centre draught principle, and is **SIMPLEST TO RE-WICK.** The wick is round throughout, preventing uneven edges.

Made in America by expert mechanics under expert direction by the largest lamp manufacturers in the world, it stands in a class by itself, having many points of superiority not to be found in any other kerosene lamp.

GUARANTEED THROUGHOUT

THE CONNECTICUT TRADING CO.

CLINTON, CONN.

IMPORTERS

Sole Wholesale Distributors

EXPORTERS**MANUFACTURER'S AGENTS**

TELEPHONE CONNECTION



ESTABLISHED 1869

B. F. DRAKENFELD & CO.

FORMERLY J. MARSCHING & CO.

Pottery and Glass Colors

Materials for Decorating China, Glass and Enameled Ware

Oxides and ChemicalsEast Liverpool Office, First National Bank Building
C. N. MUESSIG

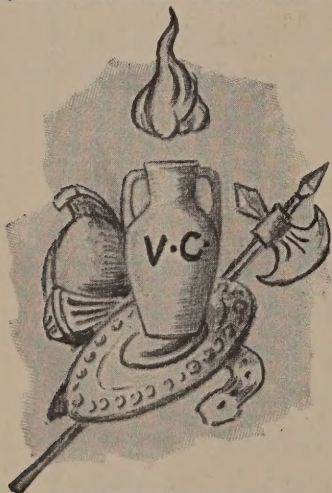
27 Park Place, NEW YORK

H. L. Dixon Co., No. 8 Wood Street
PITTSBURG, PA.

BUILDER OF.....

**Improved Tank and Pot
FURNACES**For Flint, Green or Amber Glass
GAS PRODUCERS, Etc.

DEALER IN.....

MANGANESECoarse Crystals and Powdered—for
TANK AND POT GLASS.JOHN KNIGHT, President
C. K. WILLIAMS, Treasurer
C. H. KNIGHT, Secretary**PAPER MAKERS'
CHEMICAL CO.**

Sole Agents for

V. C. B. and other grades
of English China Clays

FROM MINE TO POTTERY

Easton, Pennsylvania

Finest Dorsetshire and Devonshire
Ball Clays**Greenland Kryolith**For Opal and Alabaster Glass
and Porcelain Enamel Ware**Penna. Salt Mfg. Co.** — SOLE —
IMPORTERS

General Offices: Philadelphia.

NEW YORK PITTSBURG CHICAGO ST. LOUIS

FACSIMILE
OF LABEL**Liquid Bright Gold**ENAMEL
(ON GLAZE)**COLORS** UNDERGLAZE

Liquid Lustre Colors for China and Glass

Oxide of Cobalt, Boracic Acid and other chemicals used in Pottery and
Glass Industries.**The Roessler & Hasslacher Chemical Co.**

H. W. SMITH, Representative, East Liverpool, Ohio

MAIN
OFFICE } 100 William St., New York